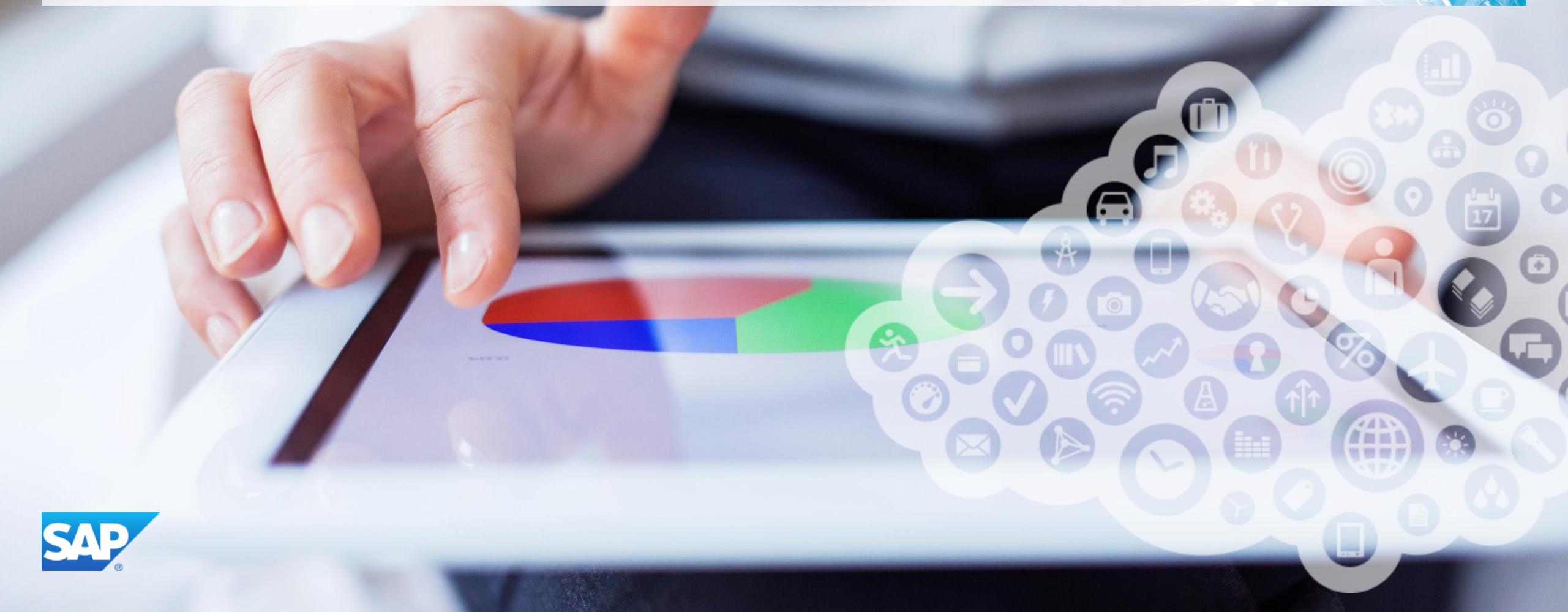
Update on SAP HANA Cloud Platform Strategy for Line of Business (LoB) Extensions

Dirk Basenach, Product Management, SAP SE
Filip Misovski, Product Management, SAP SE

ASUG 25 YEARS OF DISRUPTION



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SAP HCP – Webinar Series 4 SAP User Groups

Moderator: Jos Houben

SAP HCP Digital Future Enabled by SAP HANA Cloud Platform	Prakash Darji	Mar 17
SAP HCP and HEC: How they compare and combine	Uddhav Gupta / Maria Yu	Mar 29
Building new Analytical Solutions on HCP	Jana Richter	Apr 4
Building Cloud extensions with HCP	**Filip Misovski**	**Apr 6**
Building on-premise extensions on HCP	Bertram Ganz	Apr 12
SAP HCP – Using HCP for Mobile Apps	Holger Gauss/Dirk Olderdissen	Apr 14
SAP HCP – Addressing Security Concerns	Martin Raepple	Apr 19

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Agenda

1. Introducing the LoB Extension Platform

- Why Extensions and LoB Add-ons?
- What are the capabilities and use cases of HCP as the Extension Platform?

2. LoB Extension Scope with HCP

- How does the high-level architecture of Extensions look like?
- Show me HCP Extensions in action!

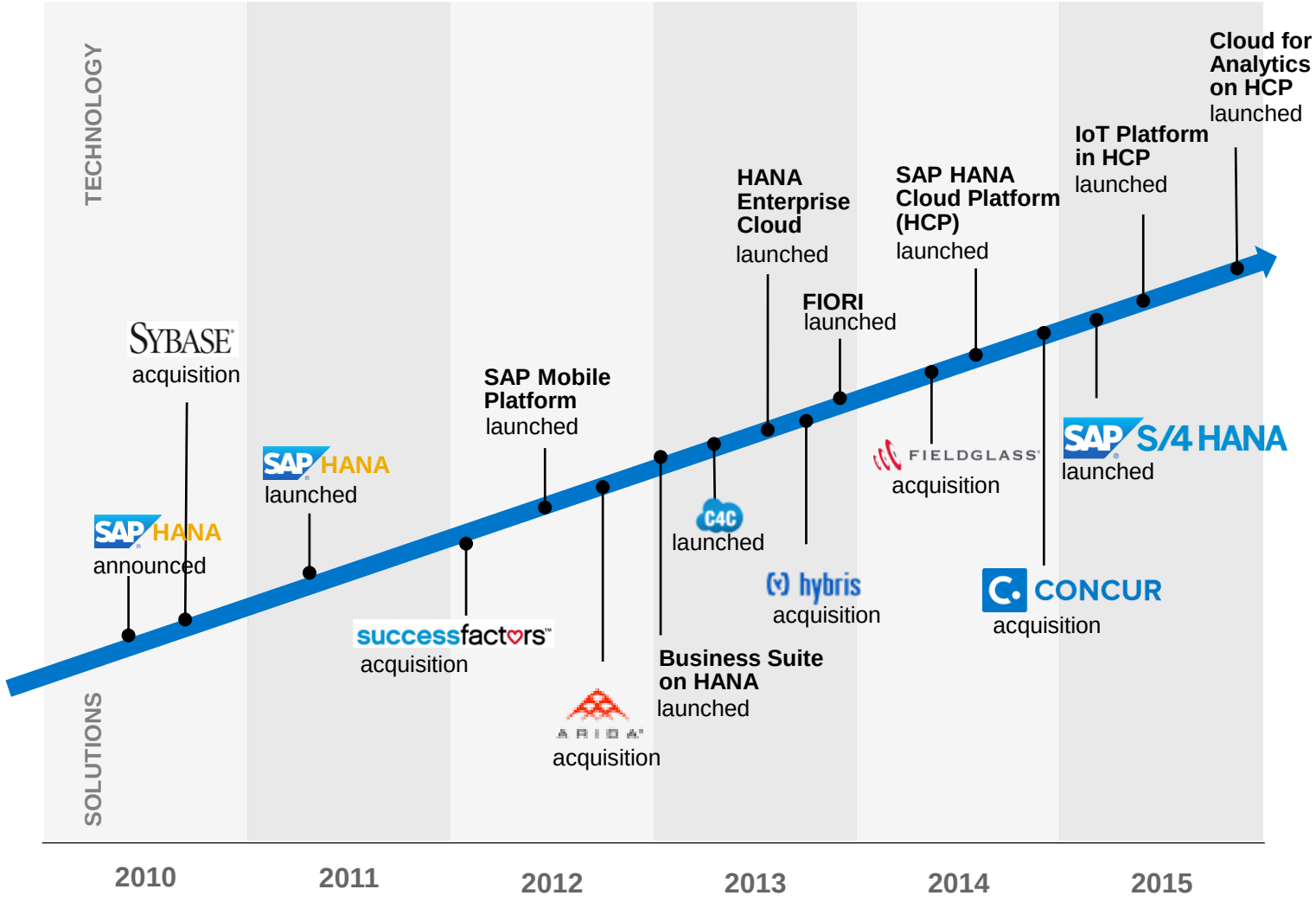
3. Roadmap and Wrap-up

- Roadmap
- Where to find more information

Introducing the Line of Business (LoB) Extension Platform

The Making of SAP HANA Cloud Platform

Understanding the Past and Present of SAP Solutions and Technology



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Why do we need to extend LoB solutions?

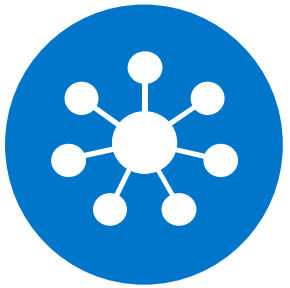
The simple business case for LoB Extensions and Add-ons

Mandatory

Things you need to do to keep the lights running and with compliance

Differentiate

Things you need to do to create a competitive advantage for employees and customers



Beyond

Things you need do to expand your capabilities to lead in your industry

Go beyond delivered LoB solutions and configuration

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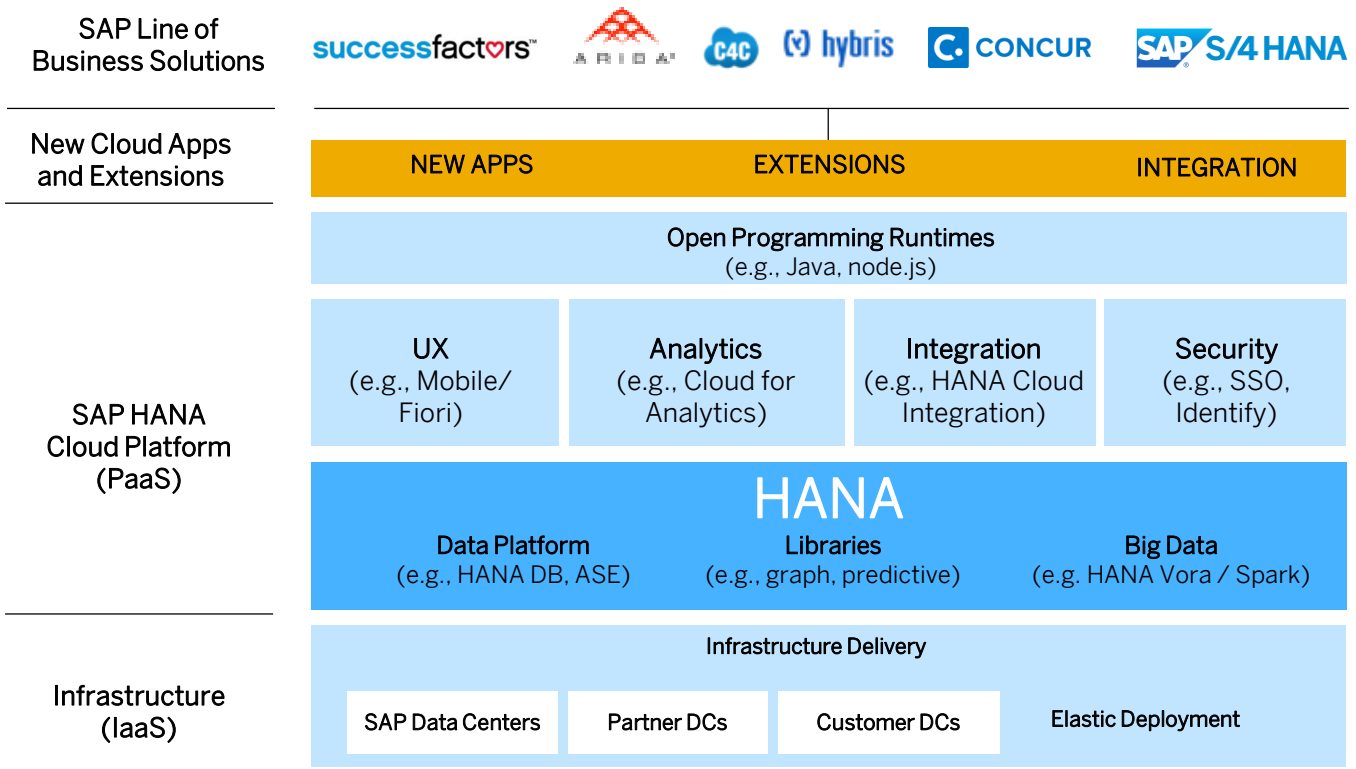
HCP Extends LoB Solutions for Digital Transformation

New and Extended Processes for the Business | New Apps for the Employees



#1 Market Leading LoB Solutions

Vibrant Ecosystem of Apps & Extensions

Developer and Partner Friendly

Shared Platform Services

Embed SSO, Mobile and Analytics

In-Memory Database as a Service

Machine Learning and Big Data

Secure and Scalable Cloud

Portability

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Build and Extend with SAP HANA Cloud Platform

Platform-as-a-Service that creates brand new LoB capabilities

Development Environment

Provide self-contained environment for full software development lifecycle

Line of Business Application APIs

Integrate seamlessly with SAP LoB solutions

Application Container

Host applications securely in the cloud in SAP Datacenters

Marketplace

Find and purchase solutions built by the partner ecosystem

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HCP Partner Program in Numbers

Scaling the Extension App Innovation through our Ecosystem

Ecosystem of HCP Innovations

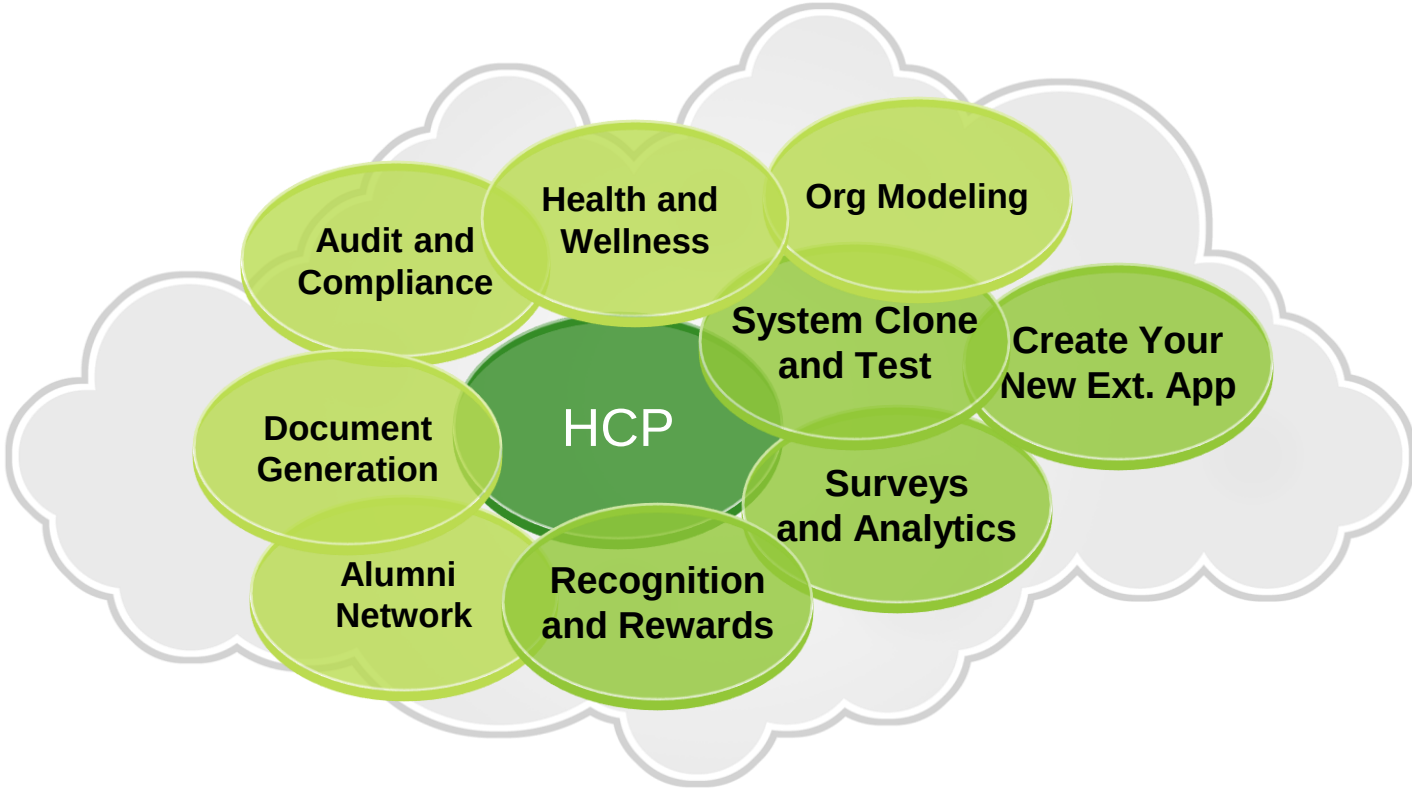
1. Over 100,000 developers joining the HCP Trial and learning via Open SAP classes on HCP and HANA

2. More than 1,000 partners officially participating in the SAP PartnerEdge program for Application Development

3. More than 350 partners subscribed for development on HANA Cloud Platform

4. More than 190 partners subscribed for development on HANA native

5. More than 230 partners subscribed for development on SAP Mobile Platform



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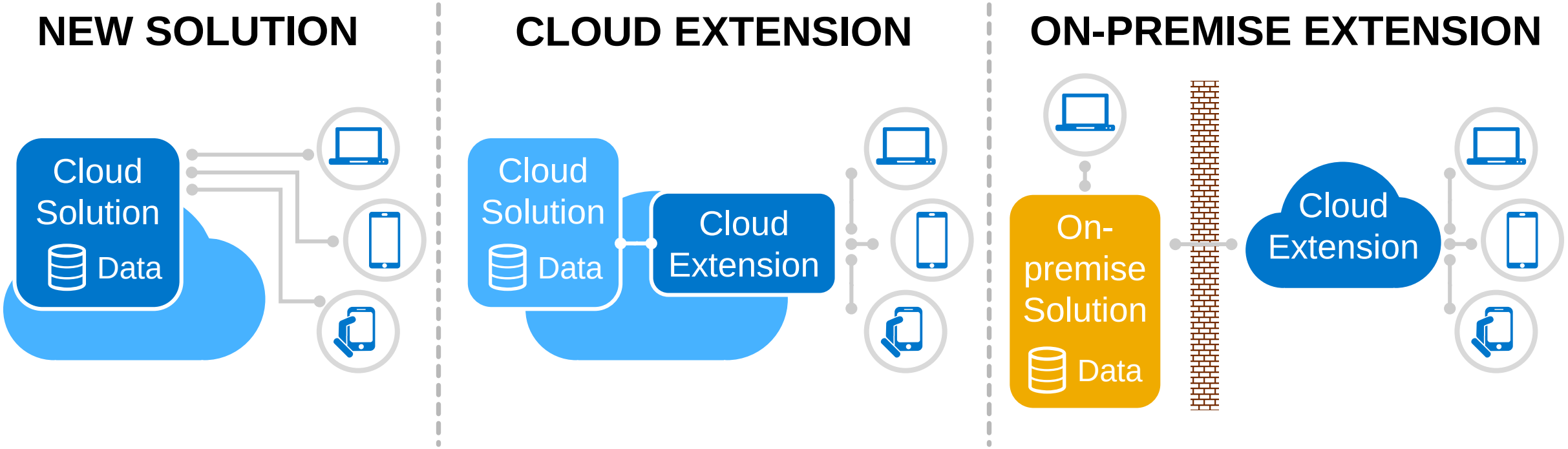
SAP HANA Cloud Platform Use Cases

Overview of the High Level Use Cases

Increase business speed and agility
by extending SAP value to hybrid landscapes



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SAP HANA Cloud Platform

Use Cases to Extend SAP Cloud Solutions

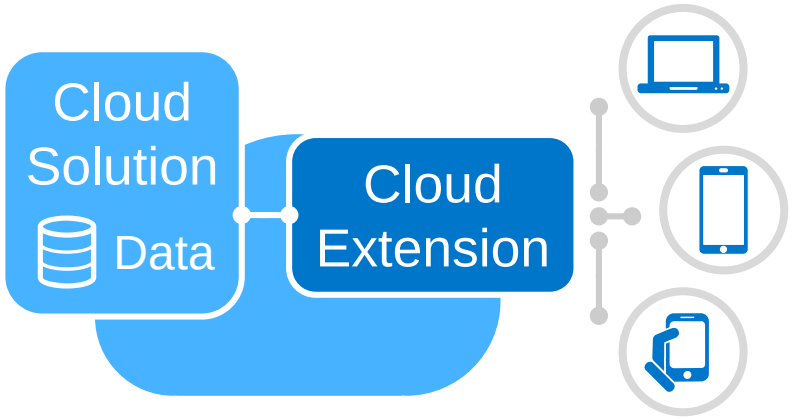
SAP HANA Cloud Platform can be used to extend existing SAP cloud solutions and to integrate them with on-premise systems.

Extend SAP cloud solutions

- Build collaborative, customized business processes for SaaS
- Differentiate from competition by enabling unique business processes or industry-specific capabilities
- Seamless integration, where the extensions blends into the look & feel of the SaaS application
- Examples: SuccessFactors, SAP Cloud for Customer, Ariba and Concur (planned functionality)

Integrate cloud solutions with on-premise systems

- Use process and data integration capabilities
- Benefit from pre-packaged integration content for different SAP solutions



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SAP HANA Cloud Platform

Use Cases to Extend On-premise Solutions

SAP HANA Cloud Platform can be used to extend existing SAP on-premise solutions, to enable mobile scenarios and as an outbound channel to reach consumers.

Extend SAP on-premise solutions

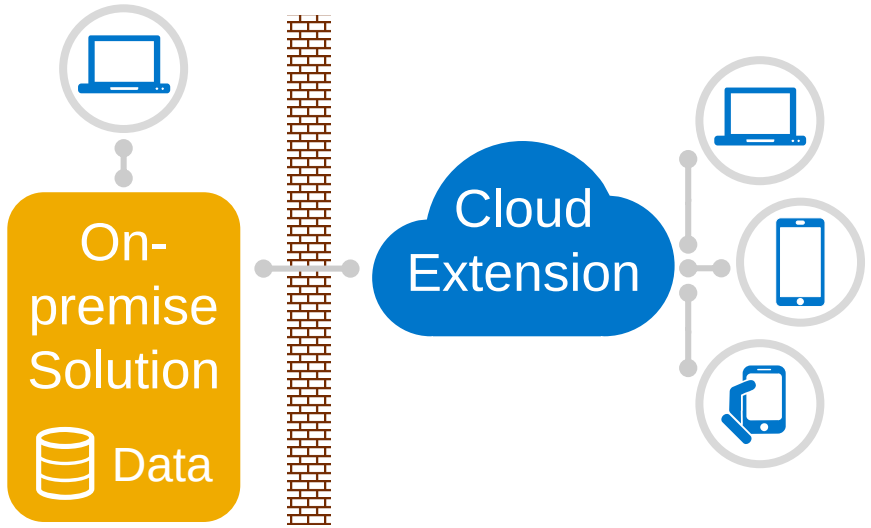
- Innovate while keeping your core SAP solutions stable
- Extend any on-premise solution (SAP and non-SAP ERP, including SAP Business Suite and SAP S/4HANA)

Enable mobile consumption

- Leverage mobile services
- Deploy SAP Fiori in the cloud

Extend reach towards consumers

- Build collaborative, consumer-grade applications
- Run external portals surfacing multiple applications in a consistent experience



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LoB Extension Scope with HCP

End-to-End View on LoB App (SaaS) and HCP (PaaS)

And the role of LoB app configurability, in-app extensibility, and HCP

LoB App Configurable Data Model (SaaS)

- Built-in extensibility
- Extend delivered objects by configuring labels, required fields, picklists, and adding customer fields
- Used by hundreds of customers.

In-App Extensibility Framework (e.g. MDF)

- Extend application with customer objects, custom UI's, Rules Engine for business logic
- No duplication of data
- No Coding Required

SAP HANA Cloud Platform (Platform as a Service)

- Create new apps or recreate your custom apps
- Custom code objects and logic
- Build engaging UIs for mobile or other channels
- Securely integrate with cloud and on-premise apps
- Access MDF as a shared service

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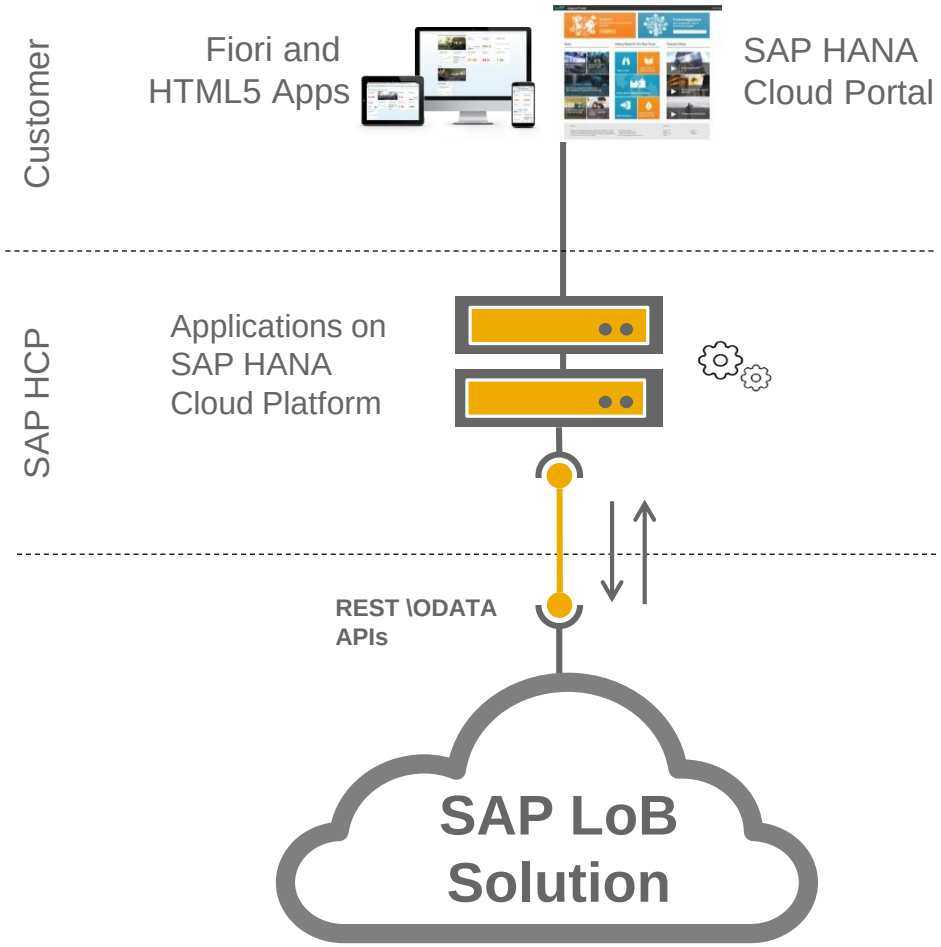
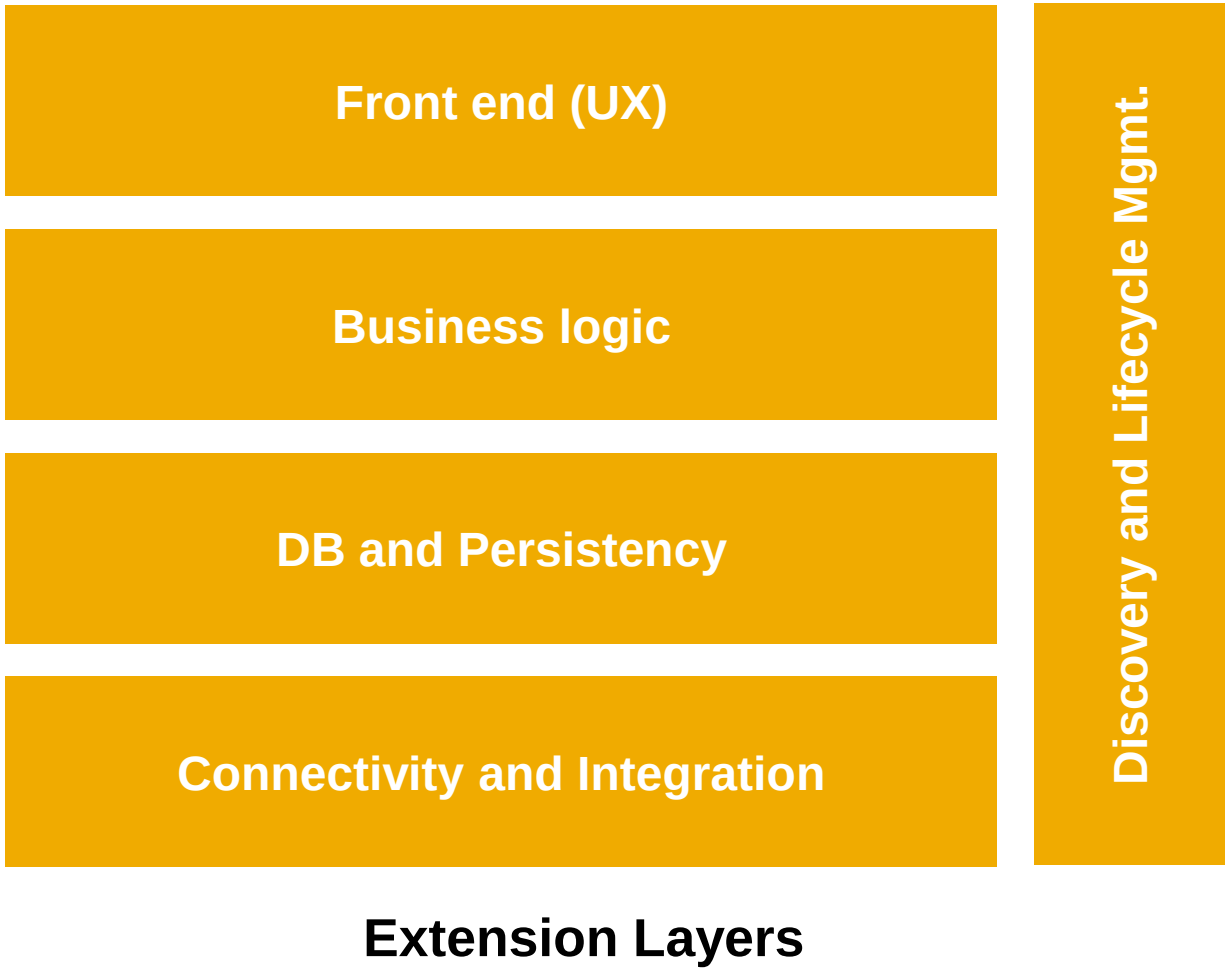
High Level Architecture of an Extension

Developing, delivering and running on HCP





Extension Layers

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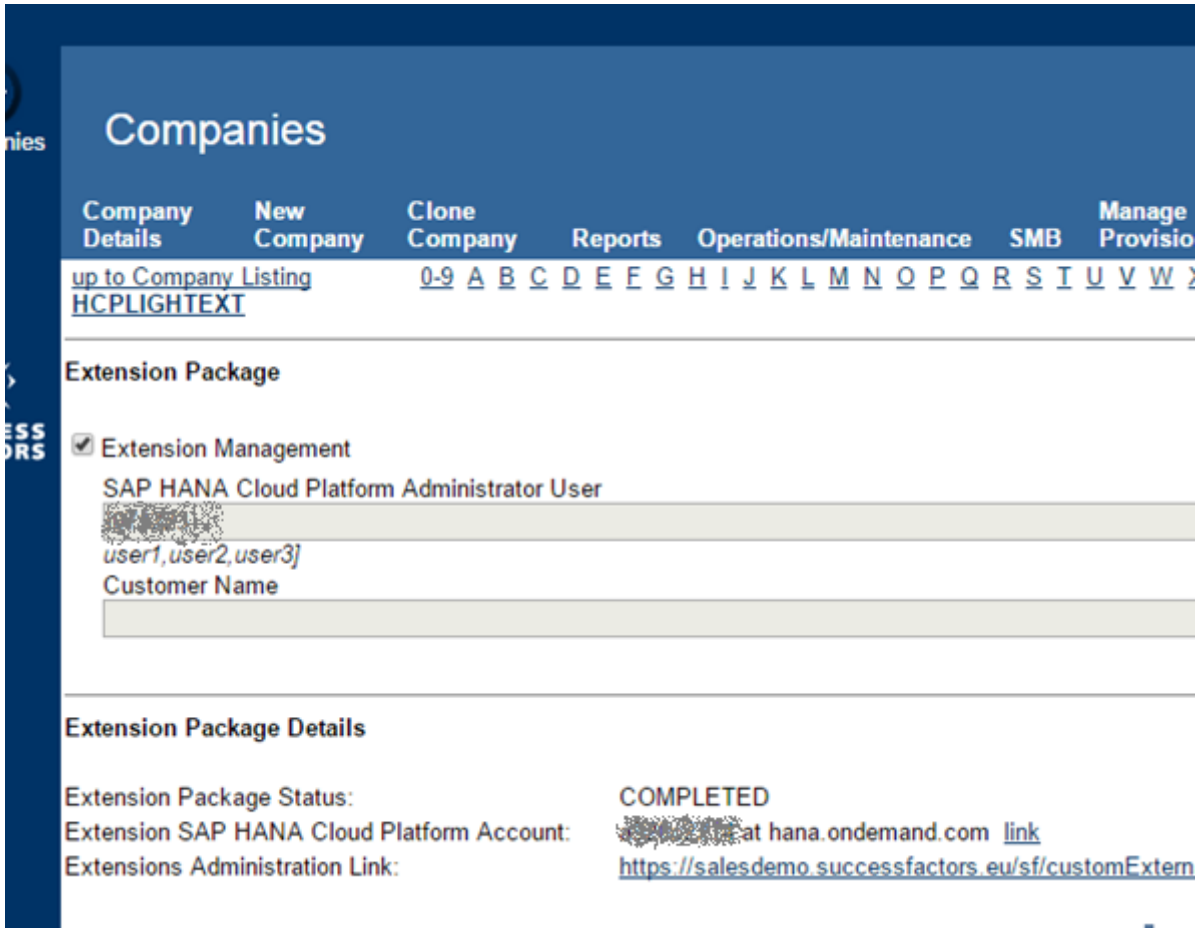
Extensions Connectivity

Pairing LoB Solutions With HCP

- Automated account onboarding and detailed implementation guides
- User management, authentication and authorization coming from the LoB solution
- Configured destination and ready to use API with user propagation from HCP
- Common propagated look and feel



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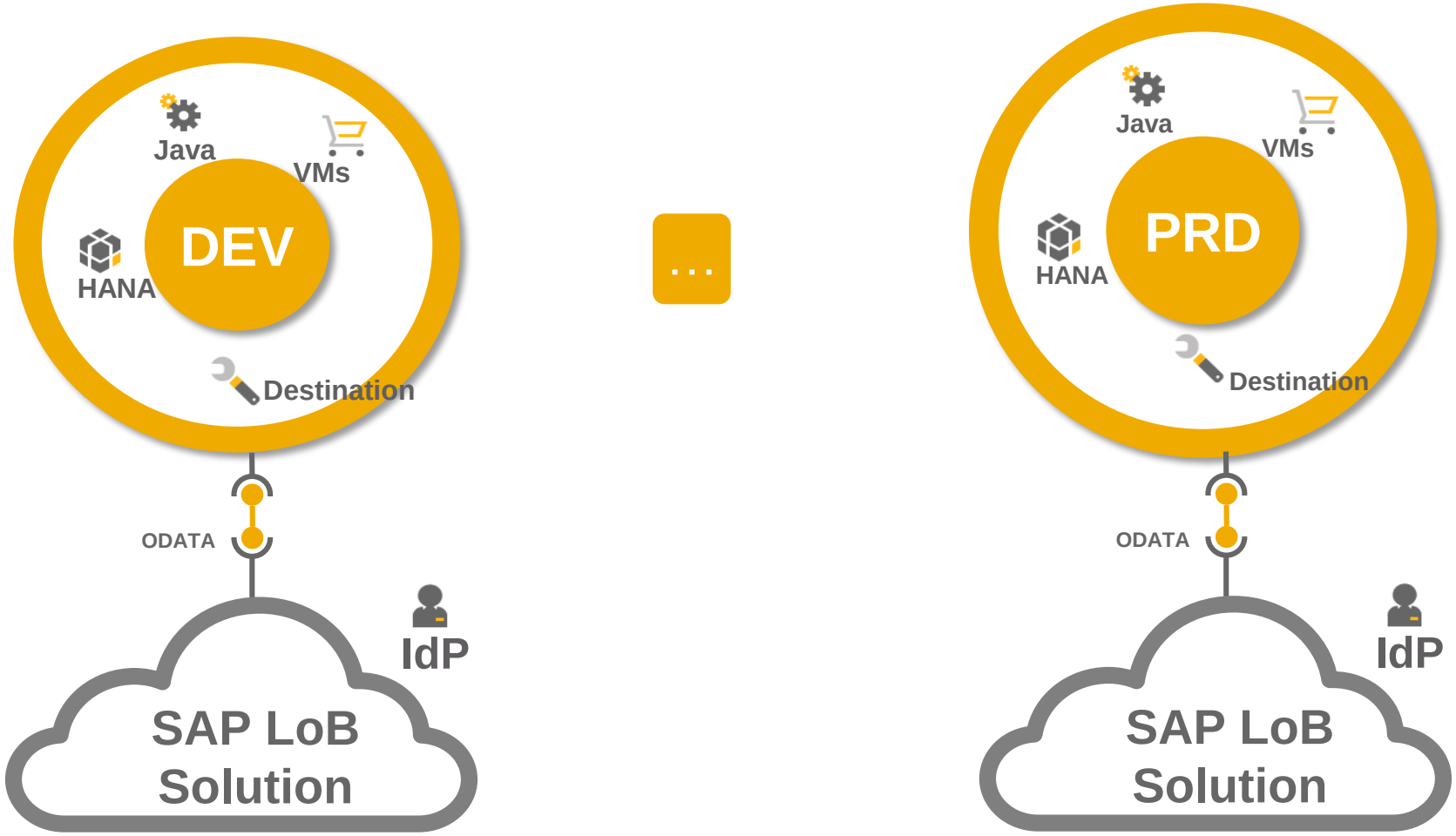
Extensions Connectivity

End Result: HCP Landscape Setup and Connected to LoB Solution



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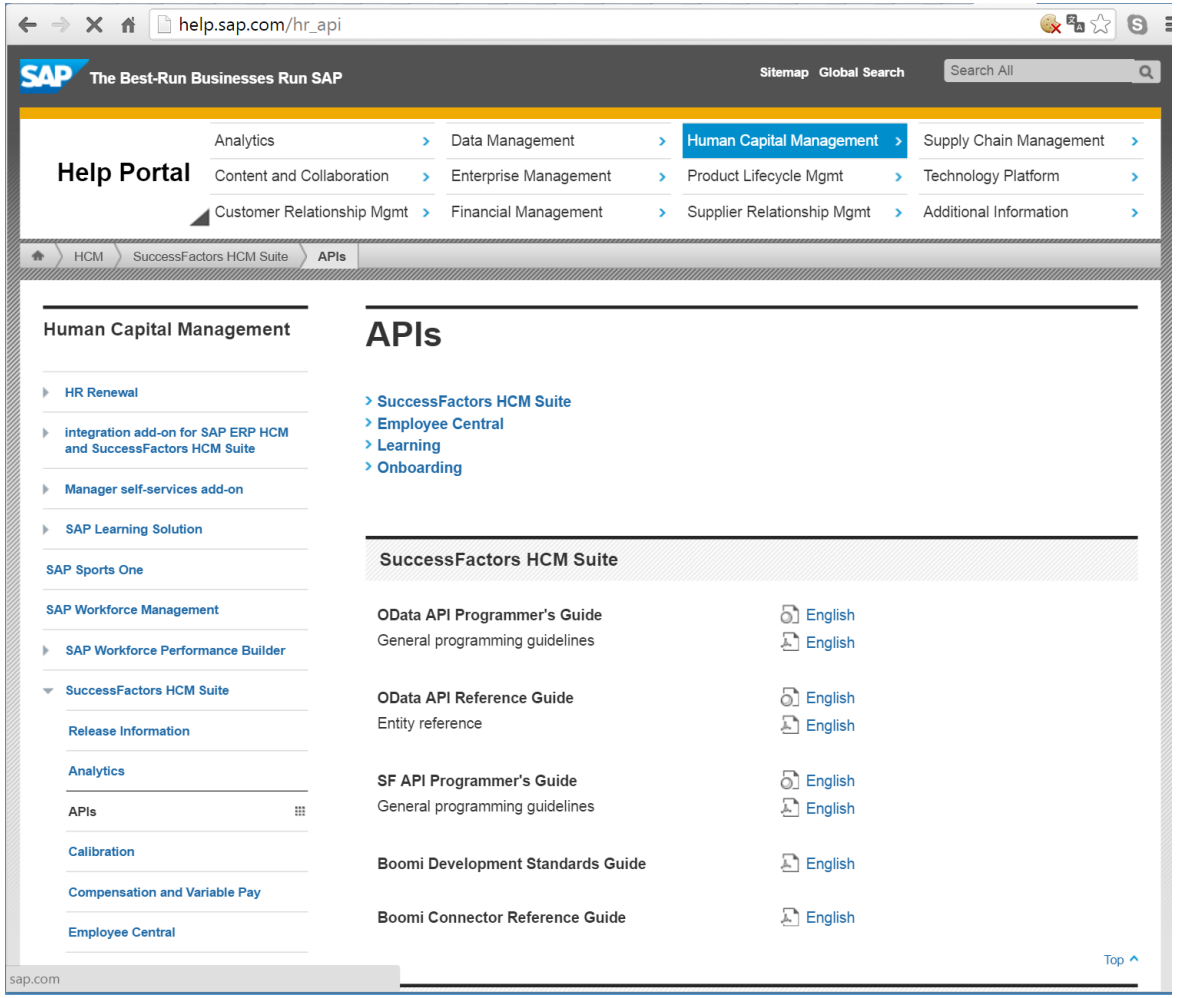
Extensions Integration

LoB API Strategy

- OData APIs everywhere
- OData API supports for extensions, integration, mobile, and SAP UI5
- OData API acceleration to expose all objects across the HR LoB Suite.
- Open APIs for Ariba also recently made available
- SAP API Management adoption



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Extensions Integration

SuccessFactors API Roadmap overview – key themes and capabilities

Recent Innovations

API Framework
- Support OData + SAP UI5
- Metadata Performance Improvement
- API proxies on SAP API Mangement

SAP SuccessFactors Employee Central
- Support user based and person based MDF objects in Compound Employee API
- Support Global Assignment address

Talent / Recruiting/ Learning / Analytics
- Performance Management APIs on form sections
- Career Development Plan (CDP) APIs
- APIs for offer approvals, applications, requisition templates, and prescreening
- SAP SuccessFactors Learning APIs for scheduled offerings, subject areas, and item ratings
- SAP SuccessFactors Workforce Analytics (WFA) APIs for internal integration

Planned Innovations

API Framework
- OData versioning
- Support Compound Employee API features

SAP SuccessFactors Employee Central
- EC2MDF for PerPerson object
- Support UI Metadata for PP3

Talent / Learning /Analytics
- SAP SuccessFactors Compensation APIs
- SAP SuccessFactors Learning API proxy on SAP API Management
- SAP SuccessFactors Workforce Analytics (WFA) API proxy on SAP API Management

Future Direction

API Framework
- Support OData V4

SAP SuccessFactors Employee Central
- APIs write capability for mobile and UI
- Migrate Compound Employee API to OData API

Analytics
- SAP SuccessFactors Workforce Analytics (WFA) APIs for customers' and partners' general use

Roadmap as of March 2016. Expires June 2016.

This is the current state of planning and may be changed by SAP at any time.

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Extensions Integration

Ariba partner ecosystem & solutions extensions – roadmap

	Phase 1: Beta Launch with Select Partners	Phase 2: Publish Apps & Extensions	Future: General Availability to All Developers with Self-Service Tools
Open Partner Ecosystem	• Purchase Order, Invoice, Order Confirmation, Advanced Shipment Notice • Approval • Payment Execution • Contract Authoring • Master Data	• Sourcing • Purchase Order/Invoice Tracking/Monitoring Read API for Suppliers • Spot Buy API • Payment (Financing)	• Reporting • Catalog • Supplier • Support new Forms and Flows • Payment (Virtual Cards)
Solutions Extensibility	• Forms: Forms (Single Level, Simple Logic) • Flows: Purchase Order, Invoice, Order Confirmation, Advanced Ship Notice • Data: Extension Framework R1	• Forms: Forms (Multi-Level), Simple Widgets • Flows: Approval, Sourcing, Contract • Data: Extension Framework R2	• Forms: Integration with SAP and Third-Party Apps, Advanced Widgets • Flows: Catalog, Supplier Risk • Data: Standardize Extensions for Out-of-Box Integration (e.g. ERP)
Developer Tools	• Mockbox (static data) • Developer Portal (Partner registration and on-boarding) • API Documentation • Sample Code	• Sandbox • App Submission, Review, Approval, Publish • Product Evangelism & Support Tools R1 • Developer Community (e.g. Wiki)	• Apps Purchase • Partner Evangelism & Support Tools R2 • Analytic Dashboard

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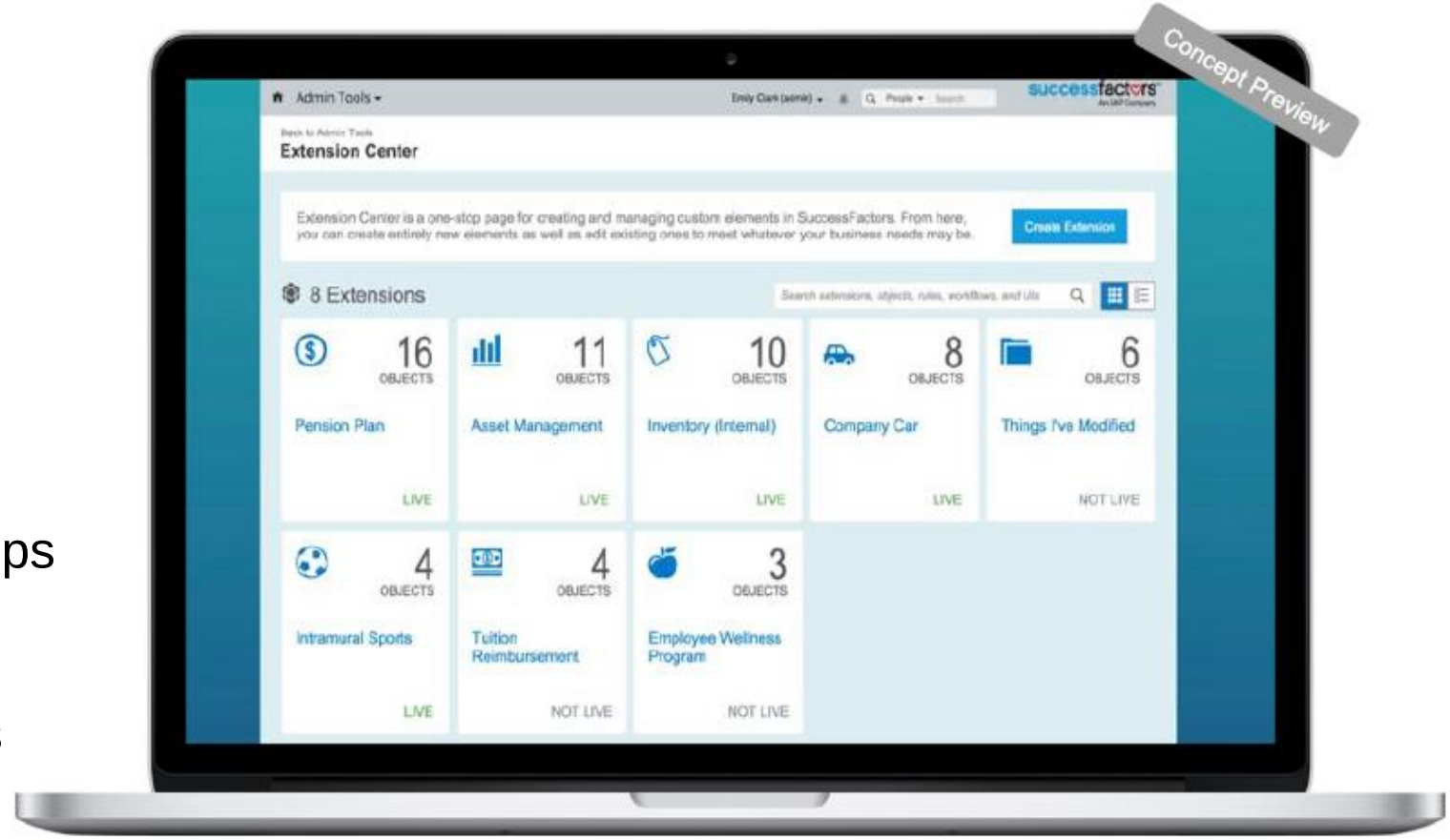
Extensions Discovery and Lifecycle Management

In-App Experience for LoB Administrators

- Discovering LoB Extensions inside the Admin tools of the LoB app
- Simplified for the LoB Admin
- Combines both In App Extensibility Framework and HCP Extensions
- In App search for certified partner apps maintained by the Ecosystem
- Managing the lifecycle of Extensions



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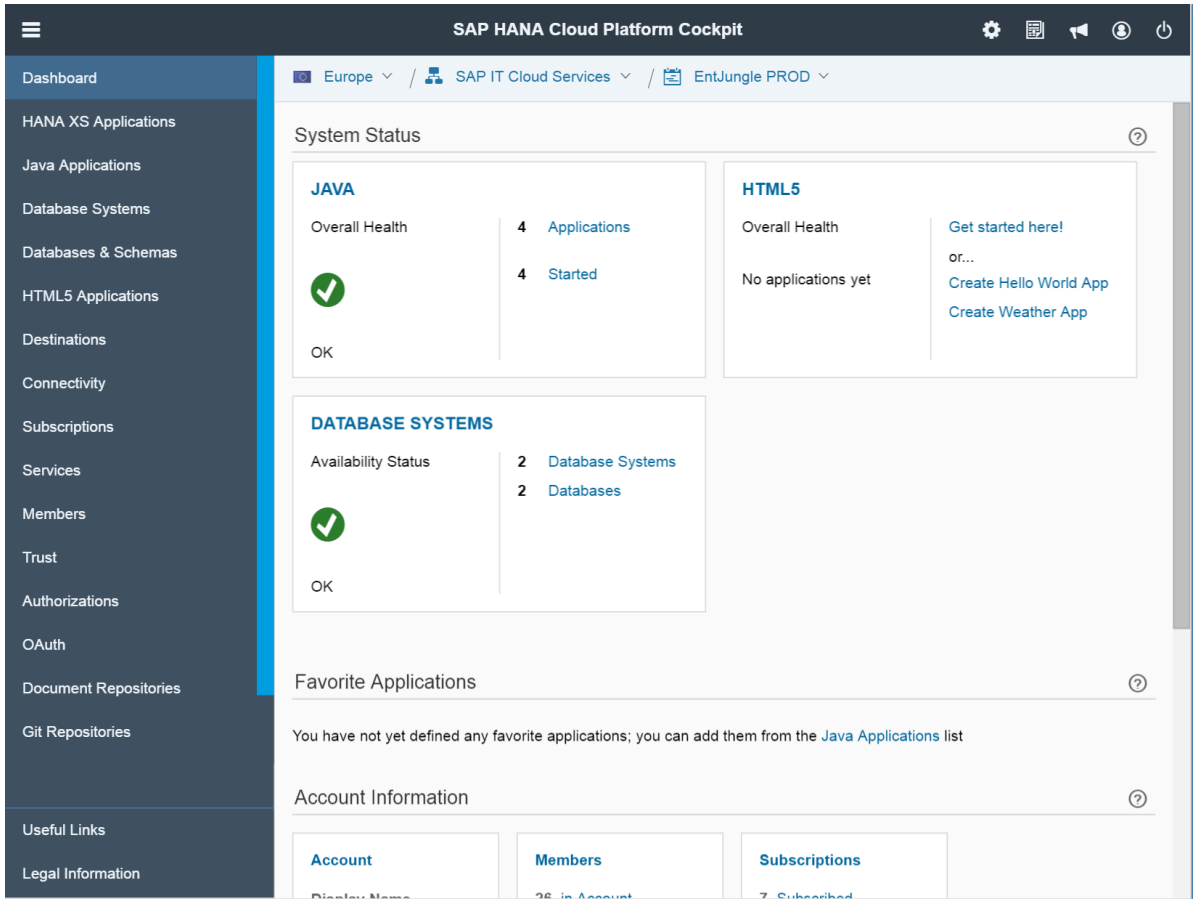
Extensions Discovery and Lifecycle Management

Extensions Operations in the HCP Cockpit

- 1:1 mapping of SAP HANA Cloud Platform and LoB solution accounts
- More advanced lifecycle management of HCP Resources, such as:
- Model your own release/testing process
- Assigned Quotas, Resources and members
- Flexibility and separation of concerns
- Roadmap to provide a “Extension / Solution” view in the Cockpit representing all Ext Layers



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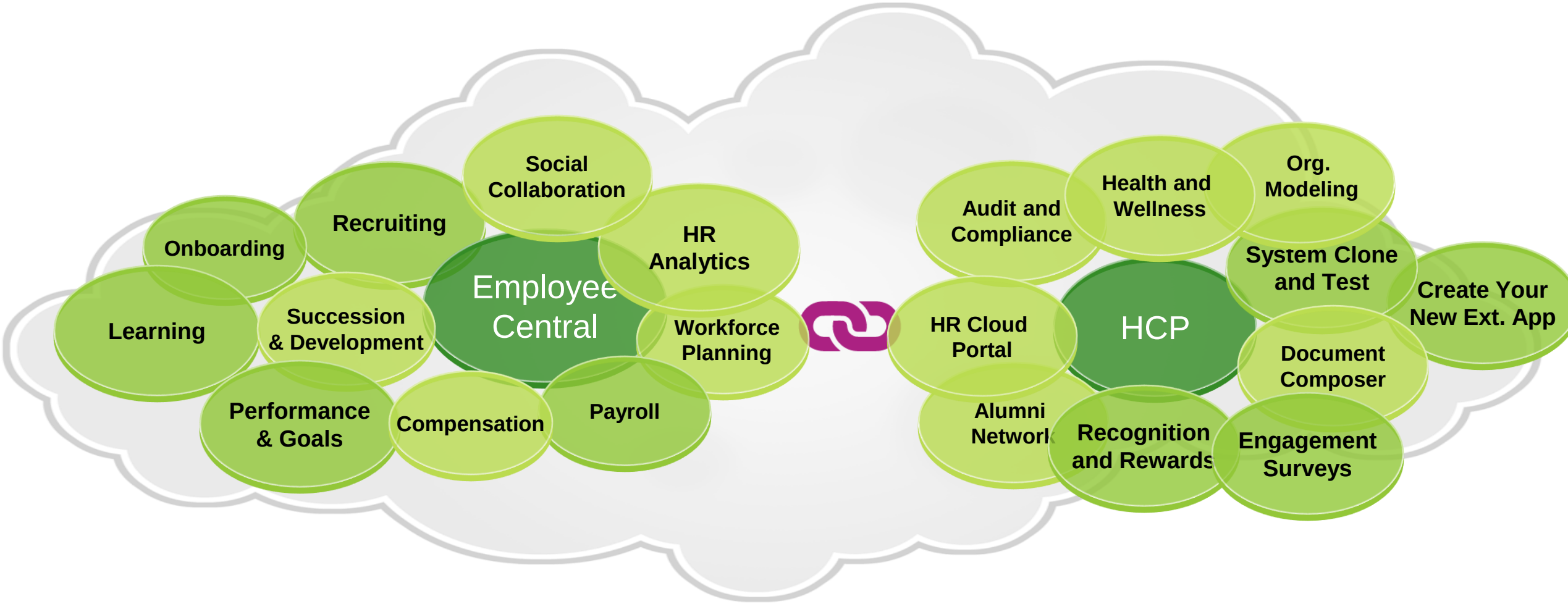
LoB Extensions in Real World and Action

SAP SuccessFactors HCM Suite + HCP Extensions for SucessFactors



Running on SAP Cloud powered by HANA

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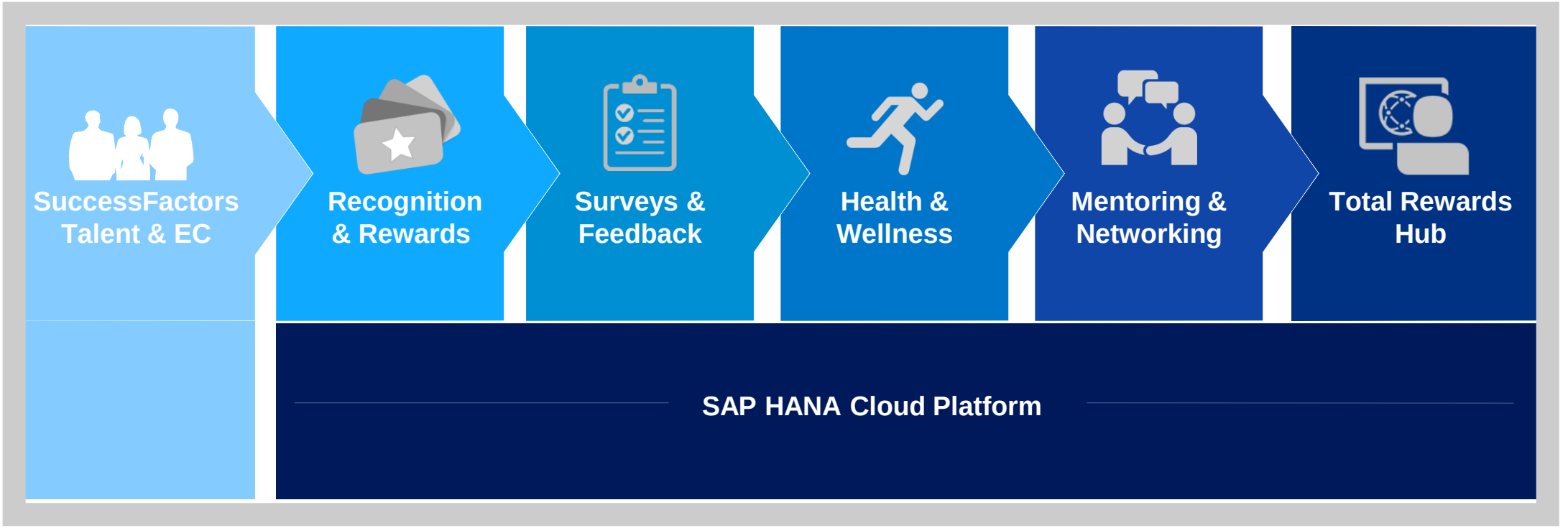
Case 1: Boost Employee Engagement with HR Add-on Solutions

SAP SuccessFactors and HCP Engagement Suite by Semos



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Recognition & Rewards – JobPts.com

Product Highlights

Robust HR Recognition Program

- Peer-to-Peer recognition framework with approval workflows for full governance
- Award levels can be flexibly setup and integrate corporate culture and values
- Delightful to use on any device

Instant and All-Digital Rewards Network

- Points system that motivates employees to achieve goals and milestones from corporate programs
- Out-of-the-box catalogues include e-gift cards and largest merchandise selection for memorable rewards
- Setup of unique rewards is possible

Built for SAP Customers on SAP HANA natively

- Security and Data Privacy all managed in SAP Data Center
- Out-of-the-box Integration with SAP SuccessFactors for employee data, social recognition, and payroll
- Advanced Reports and Analytics are all based on SAP HANA

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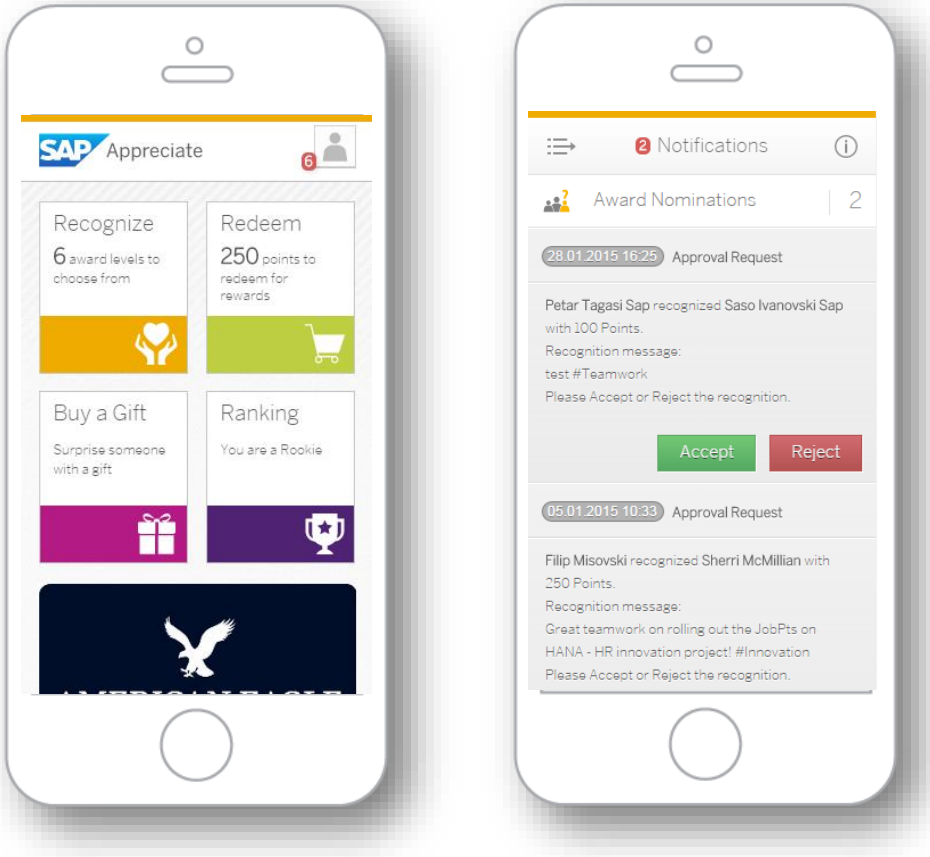
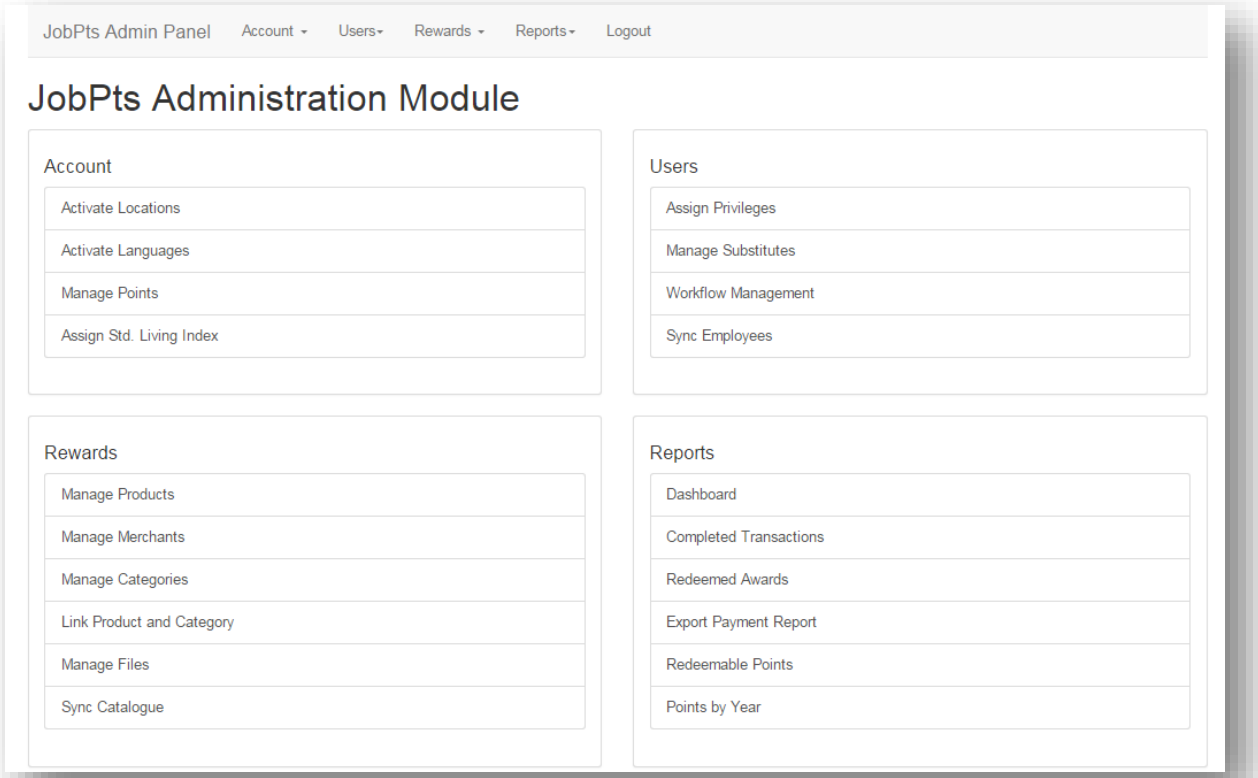
Recognition & Rewards – JobPts.com

Simple Experiences and Easy to Adapt to your HR Program

Simple UX – makes recognition simple and fun - anyone can create praise and award colleagues



Advanced Administration – adapt 100% to the needs of your HR program to motivate and engage employees



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Enterprise Surveys & Feedback – SurveyRocks.com

Product Highlights

Recent Innovation

Powerful Framework

- Collect valuable data from end-user feedback
- Setup any configuration of questions and ratings for multiple survey instances.
- Support for workflow and taking follow-up actions

Simple and Reportable

- Create well-designed and contextualized surveys in minutes
- Mobile friendly: making it easy to reach employees
- Real-time analytics to check employee feedback, detect sentiment and rate of engagement

Secure and Compliant

- Own your organization's data provided through surveys
- Easily manage multiple users – allow single sign on through your network
- Protect data with advanced security and compliance

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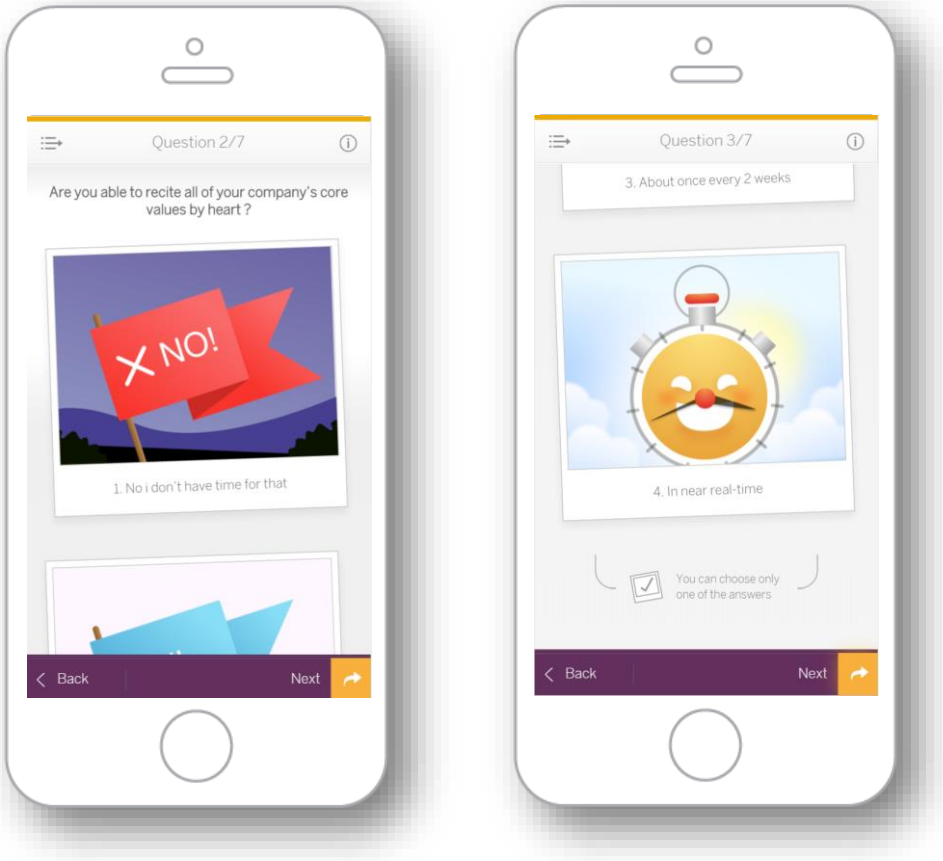
Enterprise Surveys & Feedback – SurveyRocks.com

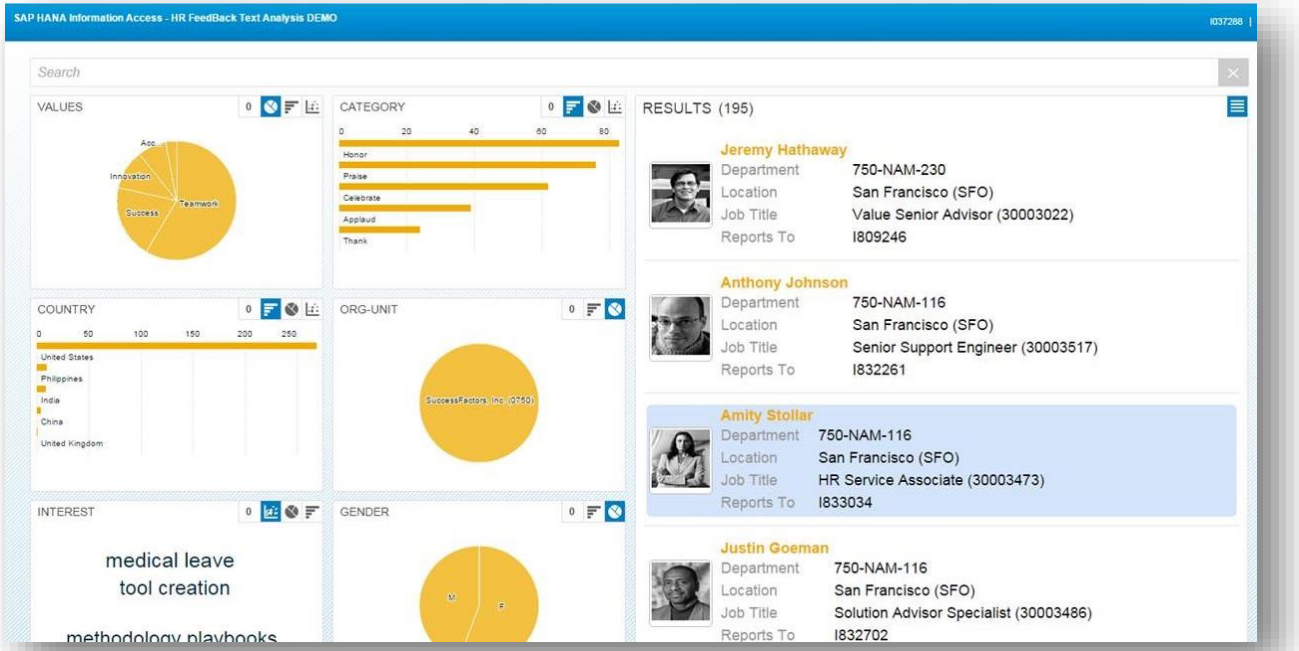
Simple Experiences and Easy to Adapt to your HR Program

Recent Innovation

Simple UX – makes HR surveys effective and contextual to use for anyone to share feedback



Advanced Administration – allows for enterprise reporting, text analysis and central maintenance of all HR data



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Health Maintenance & Wellness – Healthain.com

Product Highlights

Recent Innovation

Connect and Manage Any Wearable

- FitBit
- Jawbone
- Withings
- Google Fit
- Apple Watch
- …

Leaderboard

- Team and corporate overviews
- Visual comparisons of Daily, Weekly and Monthly High Scores
- Incenting winners to earn points and rewards

Personal Wellness Goals Management

- Wellness goals definition and tracking
- Automated workflows for easy assessment
- Future support for personal trainers/ coaches

Corporate Health

- Administrate corporate challenges to improve healthy habits
- Reduce costs spent on health care and benefits
- Future support for employee disease management

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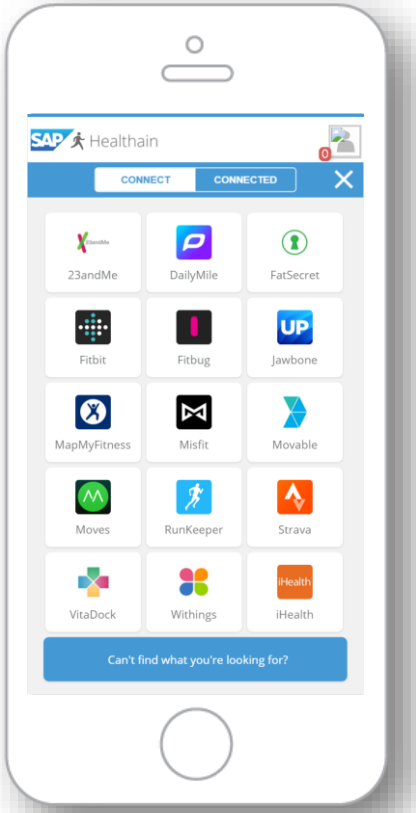
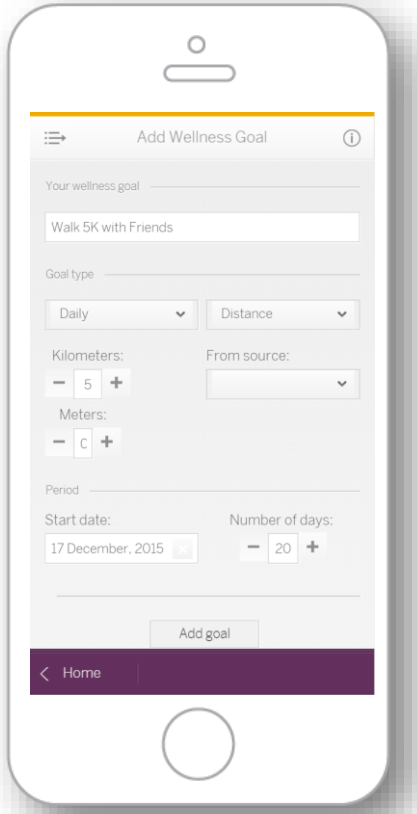
Health Maintenance & Wellness – Healthain.com

Simple Experiences and Easy to Adapt to your HR Program

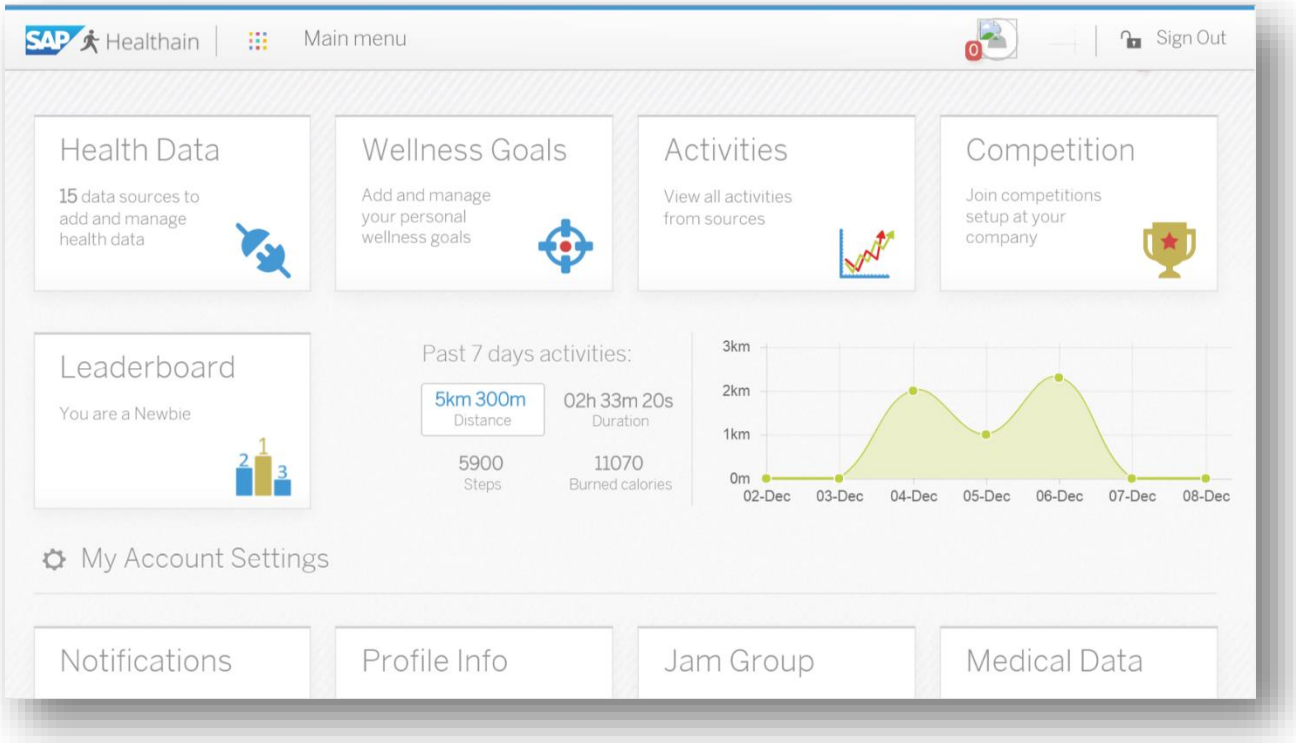
Recent Innovation

Simple UX – any employee can connect to own wearable, setup health goals, and join challenges





Advanced Administration – define challenges, track workflows, assign personal trainers, reports, and more



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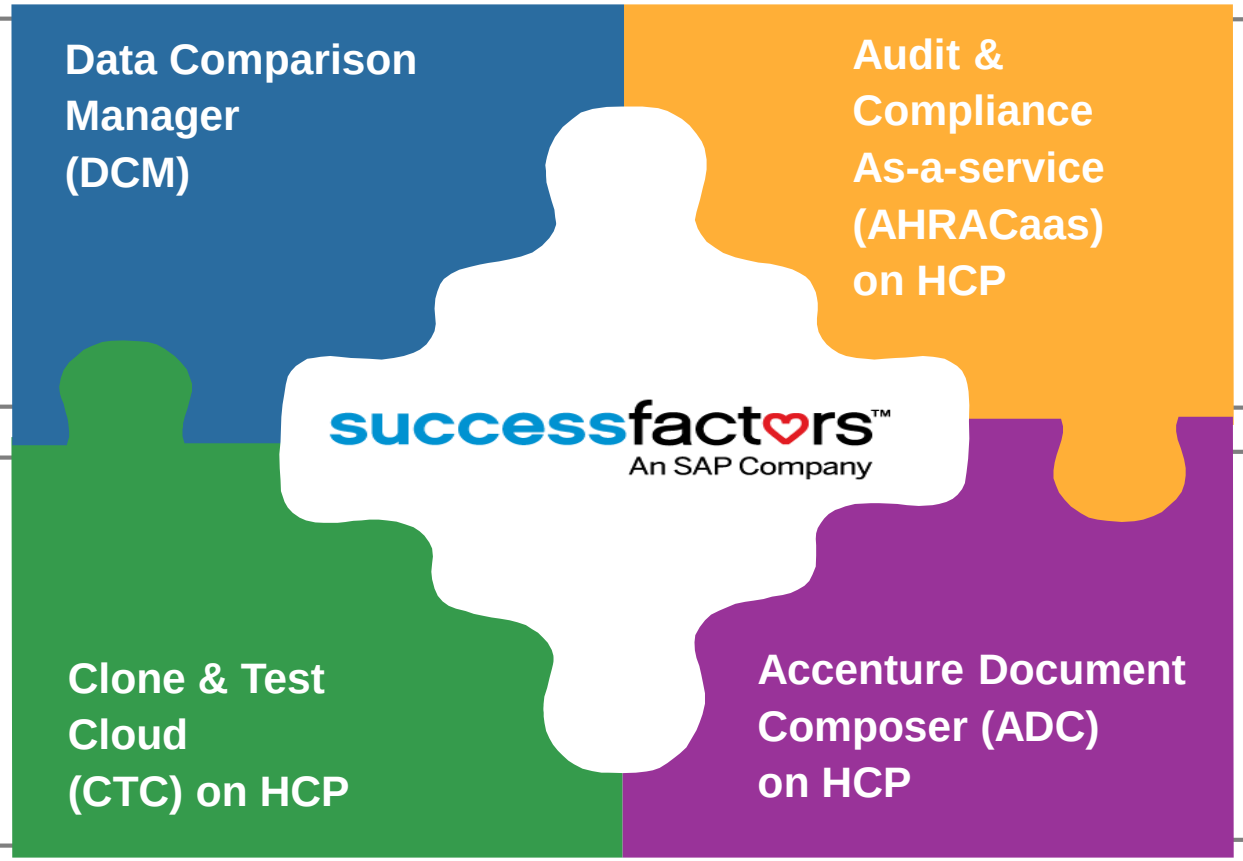
Case 2: Improve IT & HR Productivity with HR Add-on Solutions

SAP SuccessFactors and HR Productivity Tools by Accenture

- Create SFSF conversion load files
- Validate conversion data
- Reconcile data between multiple systems



- Validate data conversion rules
- Ensure data quality and accuracy prior to Go-Live
- Proactively identify data quality and accuracy issues

- Scramble production data
- Test/Training data creation
- Debug production issues
- Refresh data in QA systems

- Create and manage employee correspondence directly from SFSF

Pre Go-Live Activity
Post Go-Live Activity

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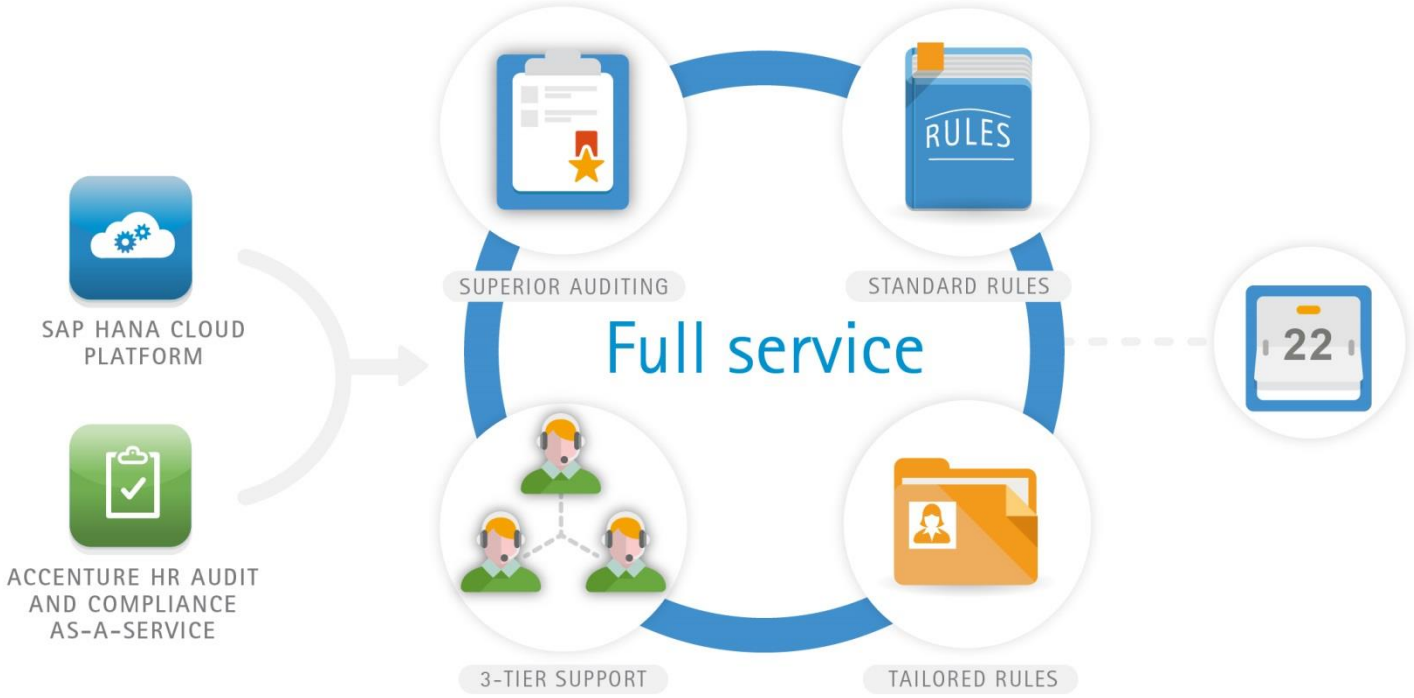
Recent Innovation

Accenture HR Audit and Compliance as a service

Improving data quality and compliance



Accenture takes SAP HANA Cloud Platform, and adds Accenture HR Audit and Compliance as-a-service to check SuccessFactors data against specific criteria. The solution offers a full service of superior auditing capabilities, standard and tailored rules, and support.

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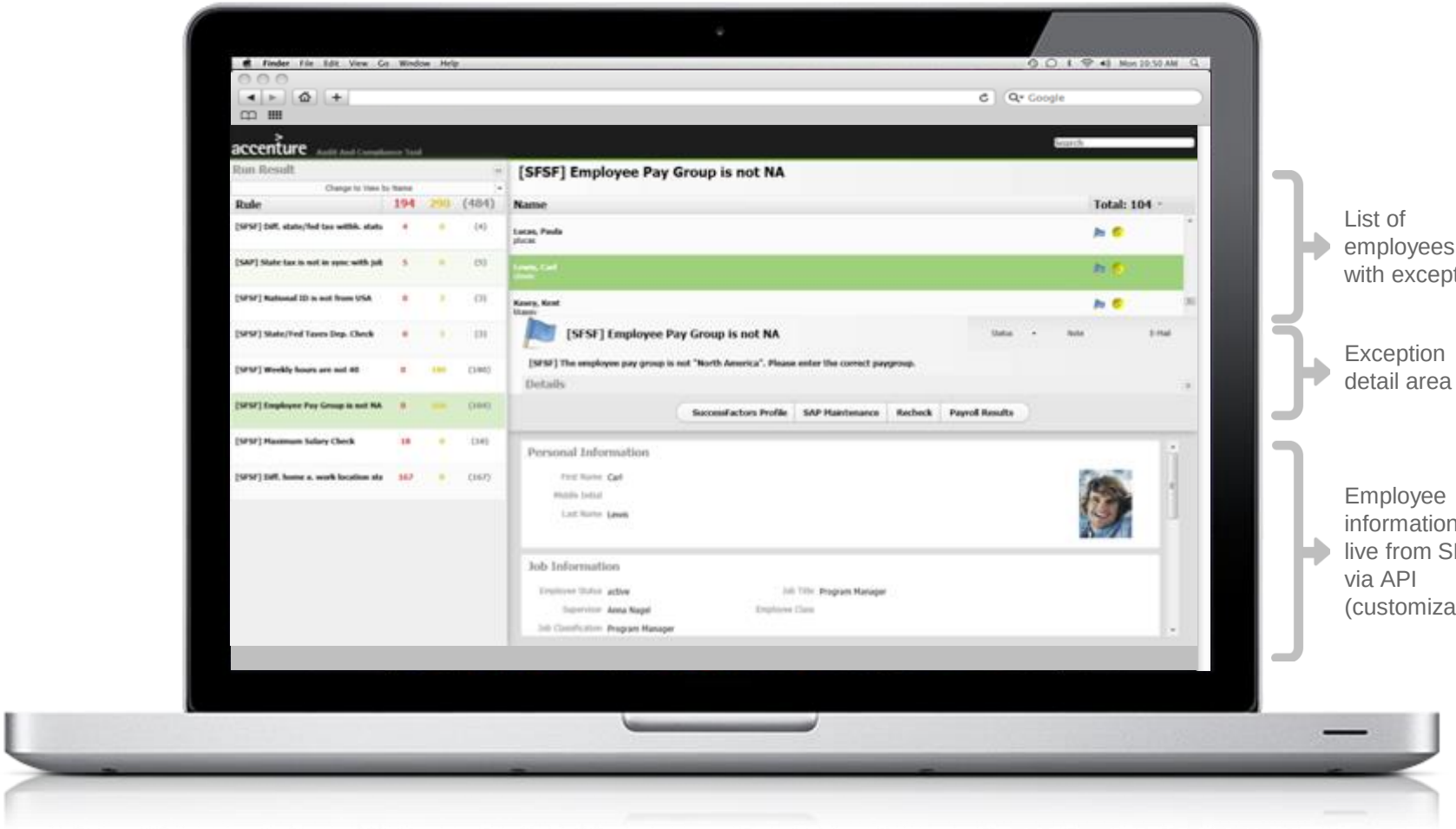
Recent Innovation

Accenture HR Audit and Compliance as-a-service: Workbench



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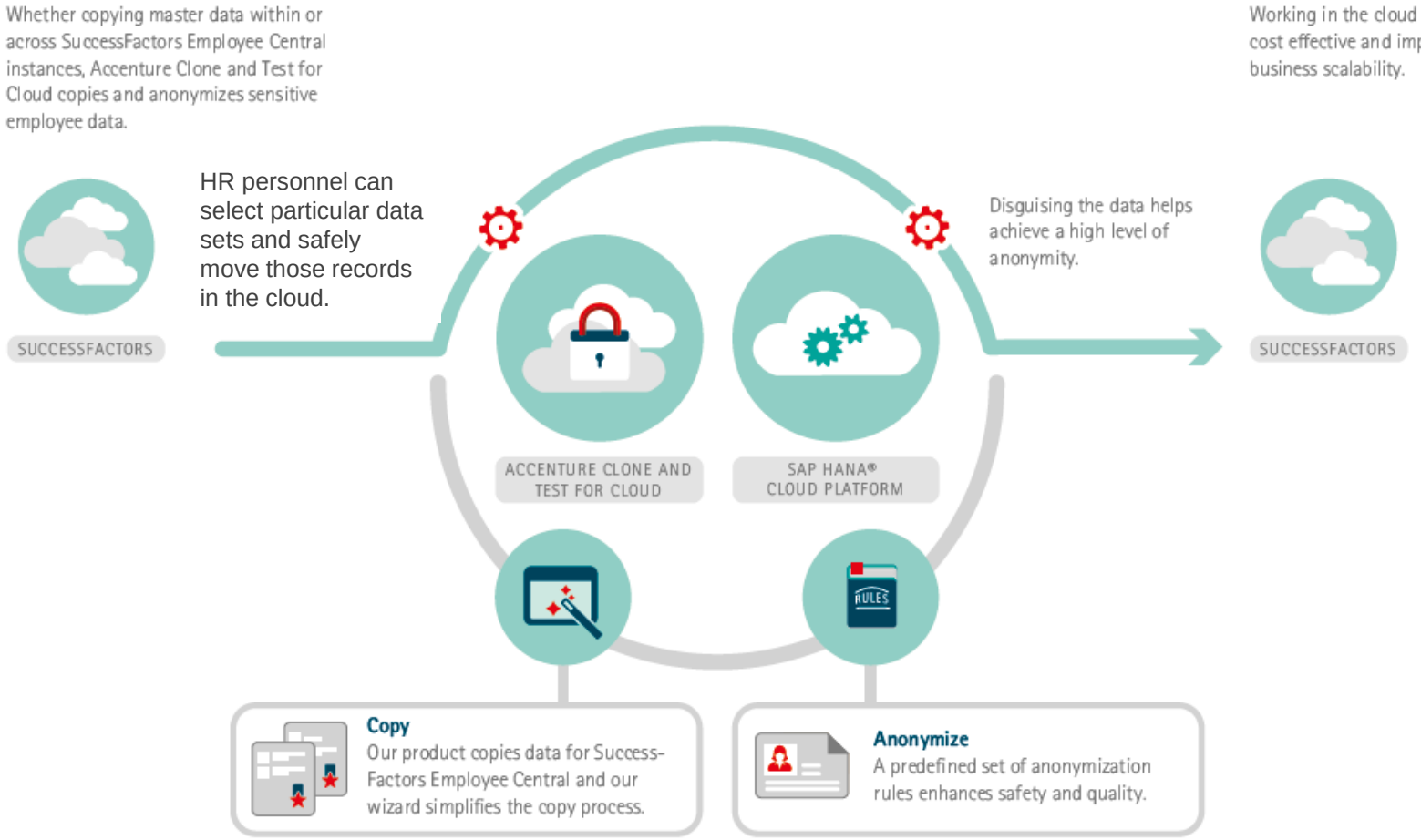
Recent Innovation

Accenture Clone and Test for cloud

Improve data security and compliance with an application that creates, copies and anonymizes SuccessFactors Employee Central data across systems to improve quality and efficiency.



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Recent Innovation

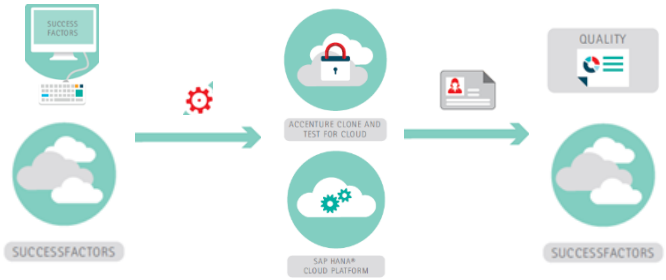
Sample use cases for Accenture Clone and est

- **Anonymization in Place**
  Scenario:

- QA instance is an exact copy of production
- Live data in QA needs to be scrambled

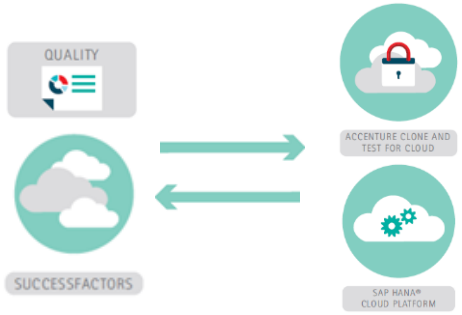
- **Copy and Anonymize**
  Scenario:

- Setup of new QA or Training instance by copying data from a mock conversion, sandbox or production instance (with or without data obfuscation)



- **Duplicate and Anonymize**
  Scenario:

- Creation of additional test data, e.g. for Performance Testing, by replicating and scrambling existing data within one instance



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HR Communications Matter

Recent Innovation

Did you know?

98%

HR processes requires documentation

80%

of enterprises have no standardized solution for document creation

82%

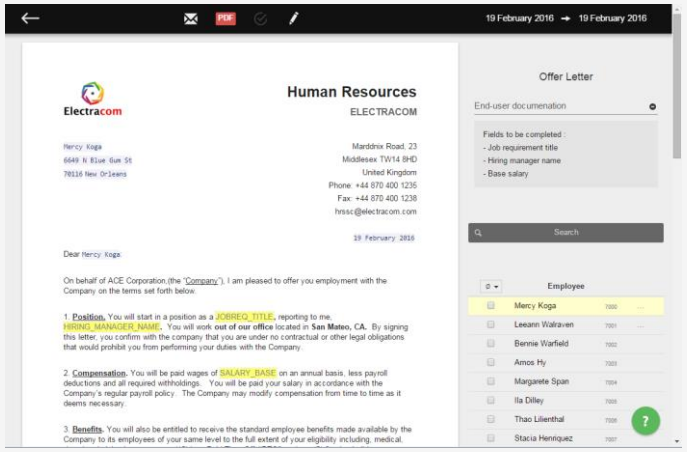
of customers take more than 30 minutes to create a document

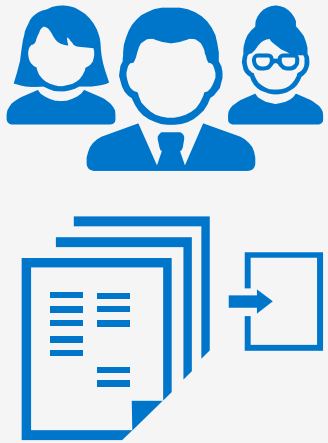
Innovation

Accenture Document Composer simplifies and facilitates the process of the creation and distribution of employee-related communications.

It enables users to build and manage templates easily, offering a straightforward method to merge data from SAP SuccessFactors or SAP ERP HCM systems.

Accenture Document Composer, an extension for SAP SuccessFactors on the HANA Cloud Platform, keeps all sensitive employee data within the SAP data centers





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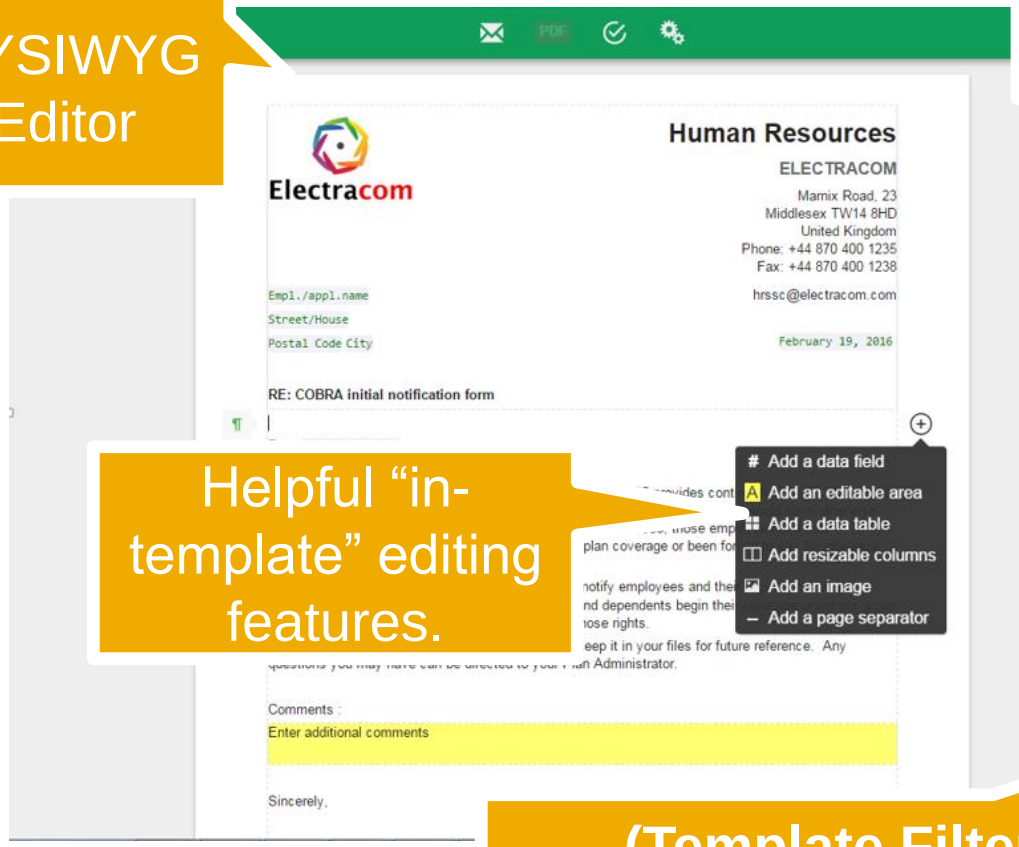
Recent Innovation

Accenture Document Composer

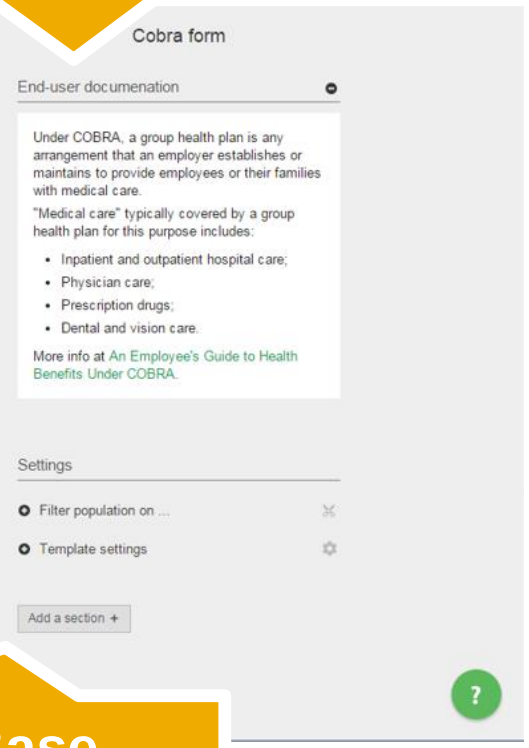
Document Editor

WYSIWYG Editor



Helpful “in-template” editing features.

Document Profile provides additional context to the document



(Template Filters, Base settings)

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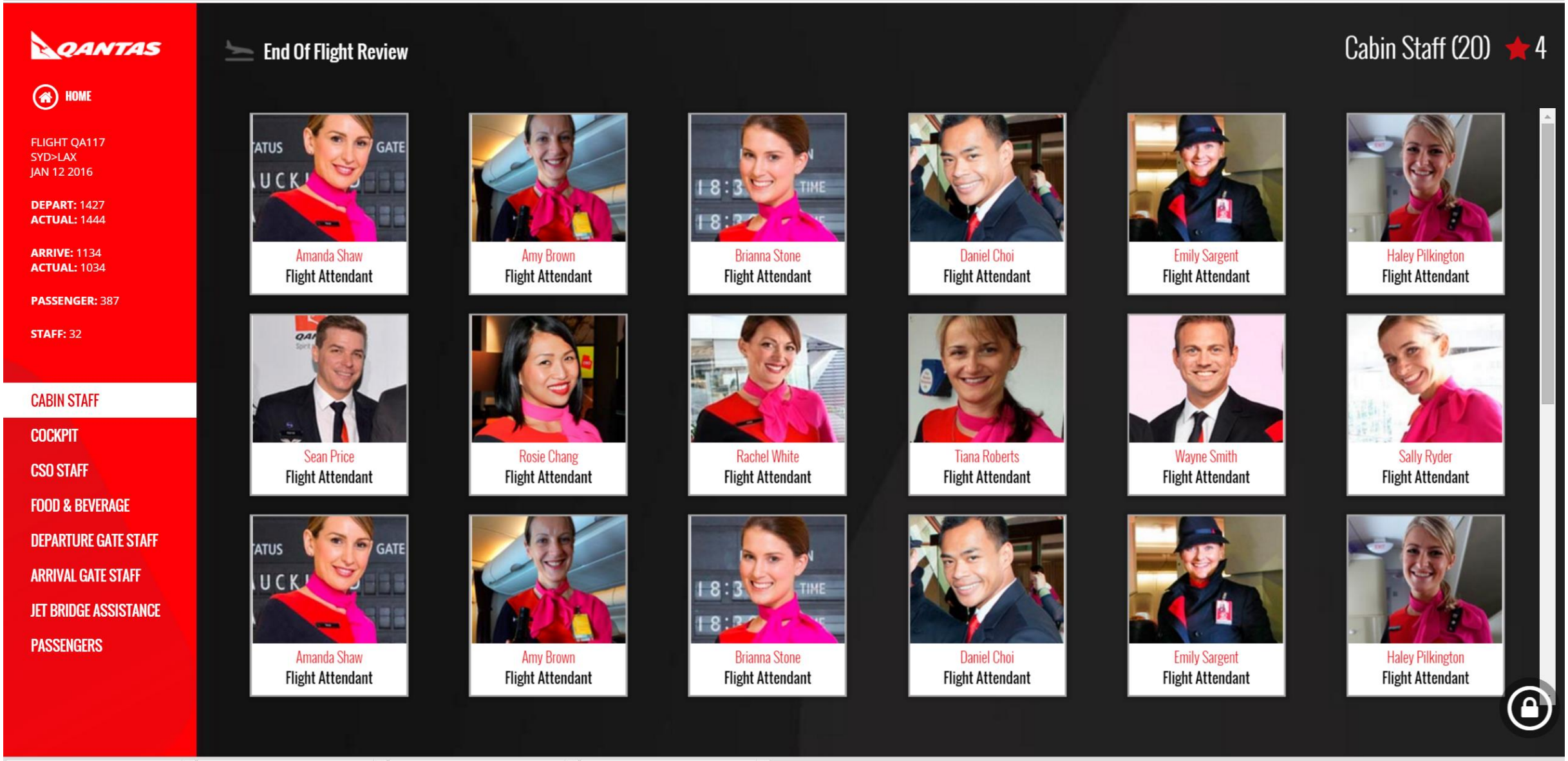
Case 3: Quick Wins with Rapid Prototyping and Design Thinking

Rapid Prototyping Work and Showcases with Enterprise Jungle



SAP HANA App Center

Yellow Pages for all HCP Extension Apps

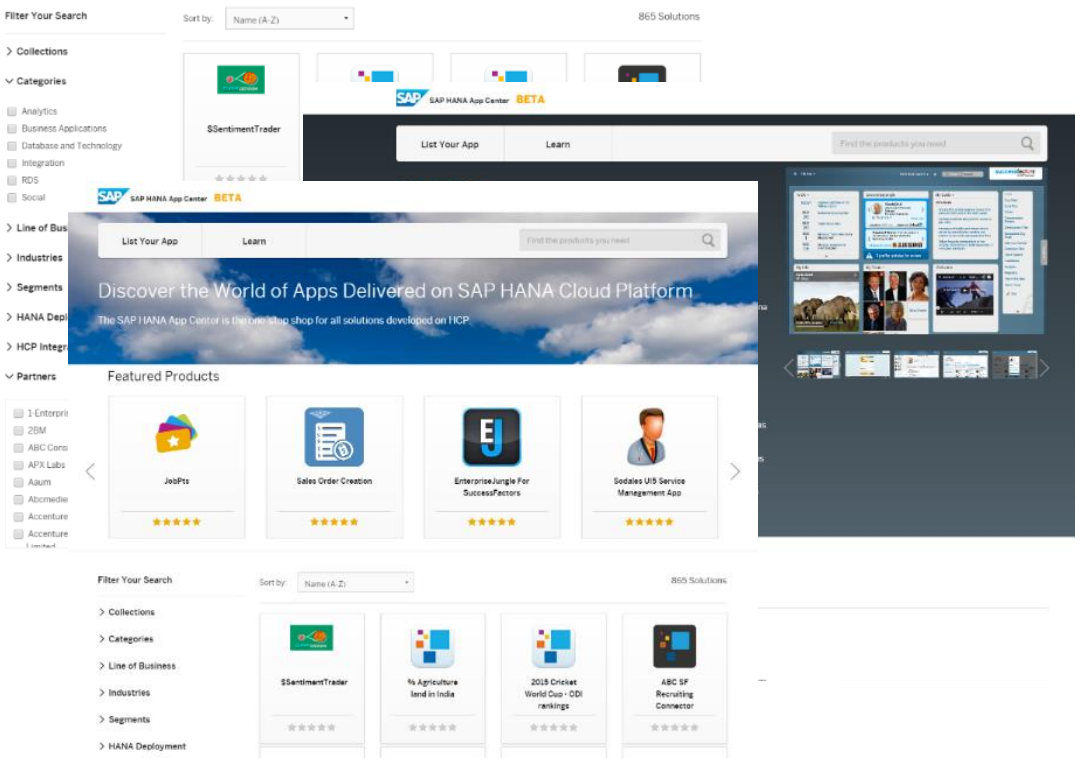
The SAP HANA App Center (a replacement to the SAP HANA Marketplace) is the single destination to discover all applications built on SAP HANA Cloud Platform, from SAP and ISV partners.

Key capabilities

- Official listing of all SAP HANA Cloud Platform applications
- Single call-to-action “Get it” button on product pages, which directs customers either to the SAP Store (to buy) or to the partner’s product landing page (to learn more and/or buy)
- Low barrier to entry for partners; solutions maintained by the App Center team; listing is free and SAP certification, although a bonus and differentiation, is optional

Benefits

- Close to 900 SAP HANA Cloud Platform apps currently listed
- Great place for partners to showcase their solutions, generate leads, benefit from SAP branding and marketing campaigns
- SAP Cloud applications (SuccessFactors, Jam, Cloud for Customers, etc.) will show SAP HANA Cloud Platform partner extensions in their admin views, connected to the App Center



www.sapappcenter.com

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SAP HANA Cloud Platform Extensions Customer References

Provides solution for employee Recognition & Rewards program

Retains employees 4.1 years longer; Increases productivity of employees by 21% and reduced sick time

Seamless integration with on-premise systems and SuccessFactors

Reconciliation of inconsistent human capital management (HCM) data

Faster time to value and lower TCO with enhanced compliance and error reduction

Seamless integration with on-premise systems and SuccessFactors

Empowers employees to quickly identify tribal knowledge and expertise within their workforce

From an idea to a fully feature application able to serve users globally, in 1 year

Securely leverage multiple data sources enhanced intelligence and easy integration with any application

Robust, easy-to-use e-commerce sites for selling Jaguar Land Rover merchandise

Out-of-the-box integration into core JLR systems, including SAP ERP, CRM and BI

Responsive design across smart phone, tablet and desktop devices

Assure accuracy and confidence of HCM data to make talent-driven business decisions in time of transition

"HR can now take command of its own data, and do it in a very aggressive manner without relying on IT and IT reports and IT associates to have to do things upon demand."

User friendly mobile congress app to support 1500+ attendees at the annual VNSG congress

Easily accessible data for real time event information and analysis

Single application for multiple platforms - Android, iOS, web

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SAP HANA Cloud Platform: Proven. Reliable. Affordable.

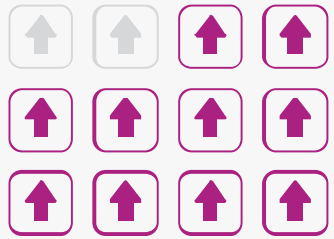
2,000+

SAP HANA Cloud Platform customers

GLOBAL

Datacenter coverage

100+



LoB Apps to buy & use immediately from the SAP HANA App Center

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Wrap-up

SAP HANA Cloud Platform

Product road map overview - key themes and capabilities

Today

Major Use Cases
- Build all types of business applications
- Extend SAP on-premise solutions
- Extend SAP cloud solutions
- Built applications for the Internet of Things (IoT)

Infrastructure
- World-class tier-3 and 4 data centers
- Secure and compliant infrastructure with 99.9% availability

Services
- Powerful data & storage services
  - Leverage the unique capabilities of SAP HANA
  - SAP ASE as a part of DBaaS
  - Document service (CMIS-based)
- Wide range of platform services
  - Integration, UX, analytics, collaboration, security, mobile, IoT, …
- Business services
  - Core services, Commerce as a Service

Runtimes, Development & Operations
- Java, SAP HANA XS and HTML5 programming model
- Standards-based development environment
- Sophisticated deployment, logging, monitoring features

(Q4/2015)

Planned Innovations

Additional Use Cases
- Enhanced current SAP cloud solution extensions
- New SAP cloud solution extensions

Infrastructure
- Data centers in Japan and China
- Improvements for business continuity
- Disaster recovery data centers within regions
- Infrastructure based on OpenStack

Services
- Even more powerful data & storage services
  - New and improved SAP HANA features
  - SAP ASE with extended services
  - MongoDB, PostgreSQL, Redis, …
- Continuous improvements of existing and new platform services
  - Integration, UX, analytics, collaboration, security, mobile, IoT, …
- Extended business services
  - Loyalty Management, Billing, …

Runtimes, Development & Operations
- Cloud Foundry-based runtimes
- SAP HANA Cloud Platform virtual machines

Future Direction

Additional Use Cases
- Support for additional use-cases based on requirements from customers and partners

Infrastructure
- Availability of SAP HANA Cloud Platform in all regions
- Support for deployments in data centers of partners / customers

Services
- Continuous improvements of existing services
- New services based on requirements from customers and partners (including Hadoop, Mail, Content Delivery Network)

Runtimes, Development & Operations
- Enhancement and extension of available runtimes based on requirements from customers and partners

This is the current state of planning and may be changed by SAP at any time.

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Planned innovations

Additional use-cases

Enhanced Extensions

Extensions for SuccessFactors

- Introduce extension tiles for SuccessFactors Home Page
- SAP HANA Cloud Platform applications to consume SuccessFactors event bus events
- SuccessFactors workflow integration

Extensions for SAP Cloud 4 Customer

- Improved API integration
- Better re-theming and rebranding of extension applications to C4C look'n'feel

Extensions for SAP Jam

- Better integration for SAP Jam external application running on HANA Cloud Platform
- Automatic provisioning of SAP Jam enabled accounts
- Automatic user profile updates when using SAP Cloud Identity

Extensions for SAP S/4HANA

- Improve capabilities for "side-by-side" extensibility of SAP S/4HANA with SAP HANA Cloud Platform
- Enhanced lifecycle management including SAP Solution Manager integration

New Extensions

Extensions for Concur

- Enable automatic SSO for extensions on SAP HANA Cloud Platform
- Align look'n'feel and UI integration for extension apps
- Expand the reach beyond Travel and Expense modules

Extensions for Ariba

- Enable SSO and API access for SAP HANA Cloud Platform extension apps
- Explore IoT related scenarios which integrate with Ariba
- Align with upcoming Ariba open APIs
- Better theming support for Ariba extensions with SAP UI5

Extensions for SAP Anywhere / B1

- SSO and API access for extension applications on SAP HANA Cloud Platform
- Introduction of Anywhere in Partner Program

This is the current state of planning and may be changed by SAP at any time.

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Key links for more information

For customers and partners

Key links

- Road maps on SAP Service Marketplace http://service.sap.com/saproadmaps
- SAP Community Network http://sdn.sap.com
- IT Planning Resources https://service.sap.com/~sapidb/011000358700001160122012E
- SAP HANA Cloud Platform http://hcp.sap.com

Where to go to provide product feedback and ideas

- SAP Idea Place http://ideas.sap.com
- Influence programs http://service.sap.com/influence
- SAP User Groups http://sapusergroups.com

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Thank you

Contact information:

Dirk Basenach
Product Management, SAP HANA Cloud Platform
Dirk.Basenach@sap.com

Filip Misovski
Product Management, SAP HANA Cloud Platform
Filip.Misovski@sap.com

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